A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 22, 1964

Markets in Mexico

some do's and don'ts for selling to the largest U.S. customer in Latin America

Business Bulletins *from around the world*

BELGIUM—Rexall Drug Co., Los Angeles, Cal., acquires majority interest in Belgian firm, Societe Gantoise d' Expansion Industrielle, Ghent. In addition to Tupperware, Rexall will enter production of plastic containers for detergents, chemicals, pharmaceuticals, cosmetics with new partner.

Armco Steel Corp., Middletown, Ohio, Pittsburgh Steel Co. form Armco-Pittsburgh S.A., to produce cold rolled steel strip, other products at plant to be built at Wandre, near Liège. Production to begin end of 1965.

Installment credits extended in 1963 amounted to $240 million. Total credit outstanding at end of year was $274 million. Household articles, in 1st place, accounted for $40 million credit followed by new automobiles at $38 million.

CAMEROON—West Cameroon Development Agency and Italian company, Euroagricola, to build tire retreading factory at Mambanda to recap tires for Land Rovers, Peugeots, Mercedes, Berliet, Bedford trucks.

DOMINICAN REPUBLIC—Secretary for Industry and Commerce signs contract with Dominican-Cuban firm, Quisqueya Oil Co., for oil explorations here beginning around September. Number of test drillings at varying depths to be made during 2-year period. Signing considered preliminary step to installation of oil refinery. Offers already received from foreign investors to build the refinery will be considered shortly whether or not oil is found.

FRANCE—Crompton & Knowles and Nebiolo of Turin, Italy, both textile machinery producers, establish Crompton & Knowles-Nebiolo, Paris.

General Mills buys minority interest in Heudebert, biscuit producer owned jointly by Nestle of Switzerland and Biscuiteries Alsaciennes, leading French biscuit manufacturer. Also, Nabisco took over 2 French biscuit producers; Pillsbury Mills, one.

Bechtel International to establish Bechtel France, capital $1 million, to conduct studies on petrochemical plants, pipelines.

INDIA—Government-owned Shipping Corp. of India (SCI) to enter tramp trade by placing orders for 5 bulk carriers in countries willing to extend deferred payment facilities or in Yugoslavia, which accepts rupee payments. Carriers to carry ore to Europe, travel in ballast to U.S., returning with foodgrains.

According to press reports, Planning Commission proposes export target for Fourth Plan (1966-71) of $12,050 million. Third Plan target was $7,770. Increase to derive mainly from exports of iron ore, finished products.

International Bank for Reconstruction and Development agrees to $29.4 million loan to cover foreign exchange requirements in construction of Haldia port. Total cost of project estimated at $73.5 million.

IVORY COAST—Government and Krupp of West Germany sign agreement for $32.7 million cellulose, paper industry. Initial production, scheduled to start in 1968, to consist of 23,500 tons of cellulose a year, 10,000 tons of finished writing paper, 15,000 tons of cardboard.

KUWAIT—First steel pipe plant, Kuwait Pipe Co., to begin operations soon. Output capacity for steel pipe of diameters up to 40 in. by spiral welding process estimated at 10,000 tons per shift year.

LIBYA—Barley crop in eastern section failed for 2nd year because of low rainfall. Government to provide barley from stocks to make up loss. Outlook for wheat crop, to be harvested in July, appears poor. Bumper olive crop forecast.

MALAYSIA—Singapore Minister of Finance announces that 1,240 acres allocated or under consideration for allocation at Jurong Industrial Estate. New industrial water project, expected to be completed in 1965, to provide daily 10 million (eventually 20 million) gallons of industrial water. Power extension plans are being implemented, financed by World Bank loan; in about 2½ years installed generating capacity for Jurong to be doubled to 464,000 kw.

Committee set up under Ministry of Commerce and Industry reports favorably on establishment of national shipping line. Emphasis to be on carrying of freight (mainly dry cargo) rather than passengers. Committee recommends that line start as private company with some government participation. Eventually, shares would be issued to the public until full Malaysian ownership, operation accomplished.

NEPAL—Soviets sign agreement to build 120 km. section of East-West Highway, construct agricultural implements factory. Further agreement for Soviets to build cement plant expected to be signed shortly.

PAKISTAN—Seam of high-grade coal discovered at Sore Range colliery, near Quetta. West Pakistan Industrial Development Corp. hopes it will produce 500 tons daily by June 1965, 1,000 tons daily by 1970. Geological Survey of Pakistan announces discoveries of commercially valuable deposits of copper, chromite, magnesite, glass sand in Quetta area.

Government officially notifies U.S. of ban on export of vegetable ghee (vanaspati); requests issuance of cottonseed, soybean oil procurement authorizations. Government requests longer contracting-delivery period in view of short time left in present fiscal year, pressure on U.S. flagships.

SWITZERLAND—Largest transformer ever built here, weighing 165 m.t., shipped to Komati hydroelectric power station. When completed, Komati, with output of 1 million kilovolt-amperes, will be largest power station in South Africa.

Increased demand, decline in domestic beef production cause shortage of meat supplies, sharp increase in prices. Swiss butchers' association estimates that to alleviate shortage, 60,000 mt. of beef will have to be imported this year.

Swissair took delivery in February of another Convair Coronado 990 jet, completing order for 6 from General Dynamics Corp.

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the cover

Customers came with cash in hand to buy a wide variety of the merchandise shown at the 1963 U.S. National Exhibition in Mexico City. Opportunities for exporting to Mexico in 1964—plus some directions on the best way to sell south of the border—are outlined in an article beginning on page 2. Exporters not familiar with the Mexican market should communicate with the Commerce Department's Bureau of International Commerce for information on how products are classified in Mexico.

International Commerce

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NIGHT AND DAY: This major Mexico City intersection displays the names of U.S. products which have found a friendly reception in the Mexican market.

Attention to a few simple rules can put U.S. businessmen on the high-road to generous profits in a growing Mexico. Producer's goods are wanted most.

Mexican do's and don'ts

Research, good agent and follow-up can boost sales to U.S.'s top Latin customer

GILBERT E. LARSEN

Commercial Attaché, U.S. Embassy
Mexico City

Mexico is the largest U.S. customer in Latin America and the sixth largest in the world, with imports from the U.S. in 1963 of $851 million making up 68.6% of the Mexican total.

GILBERT LARSEN

The U.S. was also Mexico's best customer, taking merchandise exports of $596 million out of a total of $931 million and supplying 85-90% of net tourist and frontier income of $351 million.

Mexico has developed rapidly and imports are growing. A market research firm has estimated that Mexico's population, now 38 million, will increase to 50 million by 1970.

Period of growth

Mexico also may be in another period of appreciable economic growth. The Bank of Mexico has reported that the Gross National Product (GNP) increased 6% in 1963.

Net exchange reserves at the end of 1963 were $476 million, an increase of about $69 million during the year. The peso remained stable and tourist income continued the upward trend of recent years.

Mexico received appreciable foreign official credits in 1963 and is enjoying great foreign private investor interest. The consensus is that Mexico's growth in 1964 should be as good as in 1963 and imports and exports should be just as high.

There are limits

The Mexican market is not a market for all foreign products. Industrialization and import substitution are basic elements of Mexican development and trade policy. Mexico is committed to developing self-sufficiency in industry and agriculture, and domestic producers are protected by high tariffs and import controls.

In general, the policy is to deny or restrict licenses to import products already made in Mexico or for which Mexican-made products can be substituted. Import licenses are required for merchandise in some 2,500 tariff classifications, and the control is being expanded continuously.

Most important agricultural commodities are under control, and import licenses are issued only after the consumption of domestic production is assured. Only about 20% of total imports is consumer goods. The consumer goods market can be cultivated by foreign exporters only on an increasingly selective basis.

The market generally is closed to imports of such products as groceries, clothing, shoes, household appliances—including washing machines, refrigerators, radios, television sets and blenders—automobiles, textiles, furniture, rugs, housewares, paint, builders hardware and hand tools.

Opportunities for exporting to Mexico are mainly in the producer goods field—machinery and equipment and parts and raw materials. Product lines with good import possibilities for 1964 are industrial equipment; cotton textile and construction machinery; equipment for water and sewage plants, oil fields, railways, electric power generation, communications and agriculture—especially sugar mills; chemicals and office machinery.

Statistics available

The Commerce Department's Bureau of International Commerce (BIC) or a Commerce Department Field Office will provide statistics on the volume of imports of major product lines and on other specific tariff classifications in which exporters may be interested.

Exporters not familiar with the Mexican market should contact the BIC if

they are interested in finding out whether their products are importable into Mexico. BIC receives current published information on import controls and usually can say whether import licenses are being granted for certain products.

In doubtful cases the Department can ask the Embassy to check with the Mexican Import Control Office. Requests for such checks should be accompanied by adequate descriptions and illustrations, so that accurate identification can be made by the import control authorities.

Make a trip

If investigation indicates that a product is importable, the exporter can proceed with the usual market investigation. The best way to do this is to visit Mexico.

This is a relatively simple matter because of Mexico's proximity to the U.S. and good air transportation. Mexico is only a few hours by air from most parts of the U.S., and a stay of 3 to 5 days should suffice for ordinary investigations.

Businessmen may inform the Embassy or outlying Consulates in advance, either through the Department of Commerce Field Office or direct. Visitors will find their time in Mexico more productive if they obtain as much advance background information as possible. If it is not possible for an exporter to visit Mexico, the services of the Department of Commerce are even more important to him.

Although Mexico is close to the U.S. and American products predominate over other foreign articles, it would be a mistake to presume that Mexico is merely an extension of the U.S. market.

The composition of the market is different. Purchasing power is smaller and income groups are different. Statistical data used to gauge U.S. markets either may not be available or may not have the same meaning.

The casual investigator should not be misled by modern cities and overlook the fact that the Mexican population is still predominately rural. The size of the consumer market affects the market for equipment and materials to produce consumer goods.

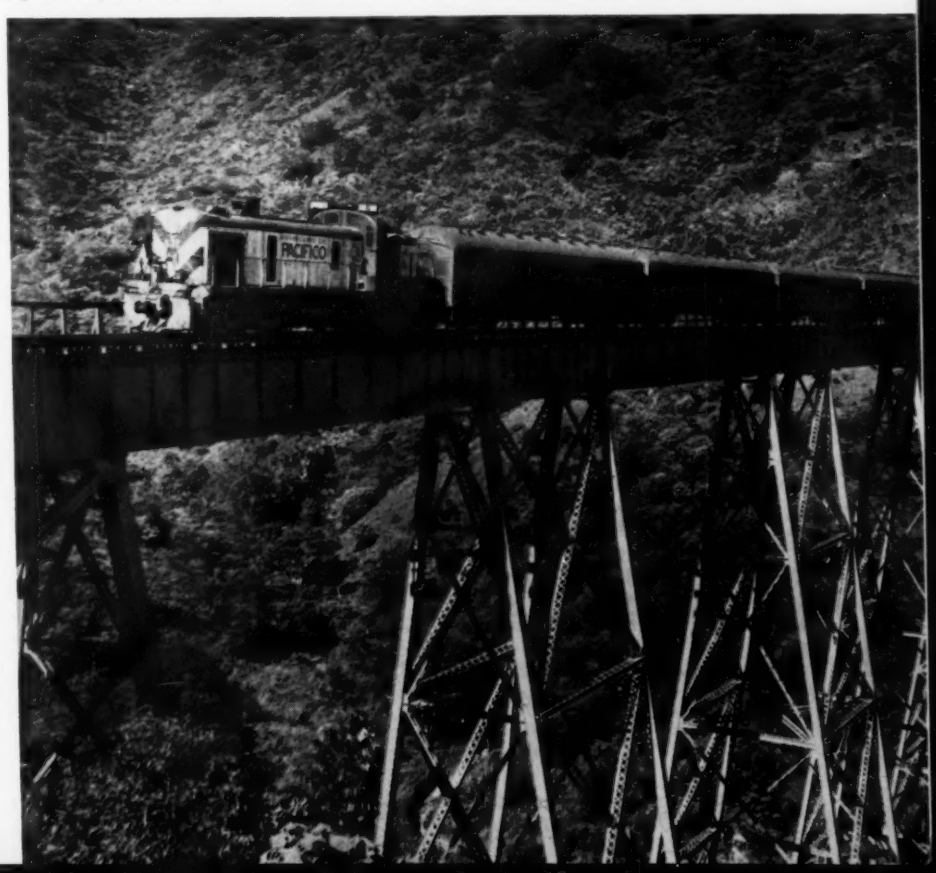
Market statistics are usually more difficult to obtain in Mexico than in the U.S., and it is frequently necessary for the seller to make, or arrange for, a survey if he wants to obtain good information regarding specific products.

Keen competition

For most exporters the best way to sell in Mexico is through a sales representative. Competition is keen and an exporter probably will not hear about sales opportunities unless he has someone in constant touch with the market. The exporter who

HERE'S HOW IT'S DONE: Fairgoers watch a demonstration of a piece of U.S. farm machinery at last year's U.S. Exhibition in Mexico City. Agricultural equipment is one of several product lines with good Mexican import possibilities. Others include industrial machinery, chemicals, and office machinery.

BIG LEAGUE ERECTOR SET: A modern diesel locomotive rockets across the Salsipuedes Bridge on the Mexican-Pacific Railway. A continuing need for railway equipment makes the Mexican market promising for U.S. producers. Bridgebuilders (and others) are also boosting demand for construction equipment.



Do's

- ★ Make a good initial investigation of the market. An on-the-spot study is the best way to obtain data and a "feel." Ask the Department of Commerce for all available information in advance of a first visit. It will make the trip more productive. If a personal visit is not possible, Department of Commerce assistance is all the more important.
- ★ Establish an aggressive selling organization—whatever is needed to get results for the product in this market. Usually a sales agent or distributor is necessary. Exploit the U.S. advantages of proximity and reputation for quality. Provide the local sales representative with all the tools and services needed.
- ★ Know competition regarding products, prices and credit terms. Mexico has the world to choose from and competition of other foreign suppliers is aggressive.
- ★ Keep up with developments. Make periodic visits to maintain close contact with the local representative and the market.
- ★ Use Department of Commerce services. Contact the Department of Commerce before traveling or writing abroad.

Don'ts

- ★ Don't assume that Mexico is an extension of the U.S. market simply because it is near, or that it is identical to other Latin American markets. Products salable in the the U.S. may not in Mexico here for good reasons. Understand market preferences both as to products and selling methods.
- ★ Don't make indifferent or haphazard selling arrangements. Select sales representatives carefully. Success won't come without a good sales organization working actively. Don't appoint an agent and forget him.
- ★ Don't assume that your products will sell themselves. You must have something the Mexican market wants at prices and credit terms competitive with other foreign sellers, and someone to push sales in an effective manner.
- ★ Don't fail to keep in close touch with market developments. The country has changed rapidly and will continue to do so. Some markets will dwindle while others expand. Don't overlook the importance of periodic visits in maintaining contact with sales representatives and the market.

waits for business to come to him from Mexico is not likely to get much unless his products are unique, or semimonopolistic in character.

Moreover, the Government's policy is to buy through sales agents registered with the Ministry of National Patrimony. The Government normally does not publish invitations to bid on contracts and purchases unless they are financed by international lending agencies, and firms abroad do not have a chance at the business without registered representatives in Mexico. The bulk of the substantial government import business goes to suppliers with agents in Mexico.

Last year's U.S. Trade Mission to Mexico called for more aggressive selling by U.S. exporters. While U.S. products are generally preferred because of their quality, rapidity of delivery and availability of service, they do not sell themselves. The U.S. exporter must build the kind of sales organization needed to get results.

Usually this means a Mexican sales agent or distributor, depending upon the product. It is essential to have someone keeping up with business opportunities and pushing the product. Otherwise business will go to competitors who have representation.

Keep in touch

The selection of a sales representative was discussed in detail in the December 30, 1963, issue of INTERNATIONAL COMMERCE. Close relationships between principals and sales representatives are essential.

Basic to such a relationship is maintaining close contact by personal visits and prompt correspondence, in English or Spanish, as required; furnishing appropriate aids, such as sales and technical literature in Spanish; following shipping instructions carefully, especially as to documentation; making sure the local representative understands the sellers' policies; encouraging a relationship which, if possible, is something more than merely that between an employer and an employee; and generally supporting the sales agent in every way needed to make the operation a success.

Failures with agents can be as much the fault of the exporter as the agent.

The Mexican market has the world to choose from. Mexico is one of the most stable and rapidly expanding countries of Latin America and is being cultivated by the industrialized countries of Europe and North America, by Japan and by other Latin American countries of the Latin American Free Trade Association (LAFTA).

Foreign suppliers are offering substantial credits. They sometimes give longer terms and generally appear to be inclined to more liberal financing of local costs than U.S. exporters. This is especially important in the sale of plant equipment and machinery, one of the major product areas open to imports.

When credit counts

When credit is a significant factor, the U.S. exporter must know what his competition is doing and what facilities are available to him in the U.S. to meet it.

Competitive prices are equally essential. U.S. exporters should be alert to any sales opportunities afforded by higher European prices resulting from inflation there.

Finally, market developments should be followed closely. Obviously current market information should flow regularly from the selling representative to the U.S. principal, but this is not enough.

The exporter should visit Mexico periodically to get and to keep a "feel" of the market. This is important not only because of foreign competition but because domestic manufacture is being broadened constantly.

New domestic manufacture of products can mean the virtual elimination of imports. The exporter is then faced with the necessity of arranging Mexican production or of dropping out of the market.

With good basic market investigation, an aggressive selling organization and competitive prices and credit terms, a U.S. exporter should be well on the way to success in the Mexican market.

He has the advantages of being closer than his foreign competitors and of being able to offer faster delivery. This permits the importer to keep smaller inventories.

Good service, both in respect to deliveries and parts, is an important sales element. Providing good technical service, if this is involved, can also pay off in increased sales.

MID-POINT PASSED

On road to customs union

Elimination of intra-EEC tariffs by '67 seen; external rates to be negotiated

By CHARLES HAMMOND

Bureau of International Commerce

Accelerated tariff adjustments of the European Economic Community (EEC) indicate that one of its basic goals—a customs union—will be reached ahead of schedule.

By 1967 at the latest, if current plans are carried out, tariffs on all intra-EEC trade will be abolished.

The Kennedy Round of GATT (General Agreement on Tariffs and Trade) negotiations offers an opportunity for reducing the EEC Common External Tariff (CXT) to levels which would give U.S. exporters a better chance to compete in the Common Market countries.

Transitional period

During a three-stage transitional period tariffs on goods moving among the Member States—France, Germany, Italy, Belgium, Netherlands, Luxembourg—are to be abolished gradually so that by the end of the period a common market will exist where goods may move without tariff barriers.

In the same period, the existing national tariffs are to be merged into the CXT, which will be applicable to all goods coming from third countries (other than the EEC or EEC Associates).

According to the provisions of the Rome Treaty, under which the European Common Market came into being January 1, 1958, each of the three stages is to be 4 years. The transitional period would therefore extend for 12 years—until 1970. Although the Rome Treaty allows for extension of the transitional period, under exceptional circumstances of up to 15 years, the Commission of the EEC proposed in its Action Program for the Second Stage, assuming favorable economic conditions, complete abolition of internal customs duties and full implementation of the CXT by 1967. While this goal has not yet been adopted by the Council of Ministers, the tariff adjustments already in effect are ahead of the Treaty schedule.

Rome Treaty schedule

The Rome Treaty scheduled the tariff movements in such a manner that there would be:

► By the end of the first stage—intra-EEC tariff reductions by at least 25% of the basic 1957 duty on each product, and an alignment (up or down) by 30% of basic national duties toward the CXT;

► At the end of the second stage—intra-EEC tariff reductions by at least 50% of the basic 1957 duties on each product, and a second 30% alignment of 1957 national duties toward the CXT;

► At the end of the third stage—no duties on intra-EEC trade and full implementation of the CXT.

Under provisions of the Rome Treaty, the member states may institute tariff adjustments in advance of the scheduled movements. There is also provision in Article 226, the safeguard clause, for adjusting tariffs at a slower rate for individual products under exceptional conditions.

In certain instances member states have unilaterally applied internal reductions ahead of schedule and in a few instances have applied the safeguard clause to shelter certain products from the scheduled changes.

Internal tariff reductions

The first and second tariff reductions applicable to intra-EEC trade went into effect as scheduled on Jan. 1, 1959, and July 1, 1960. These actions reduced the basic 1957 import duties in the member states on goods moving in intra-EEC trade by 10% each time.

The third 10% reduction of intra-EEC tariffs came Dec. 31, 1960, a year ahead of schedule, the result of a special decision of the Council of Ministers to accelerate the tariff reductions. This 10% cut, however, was not made across-the-board as were the first two, but applied only to industrial goods.

Intra-EEC tariffs on nonliberalized agricultural commodities (those subject to quotas) were further reduced by 5%. No further cuts were made on liberalized agricultural commodities (those free from quotas).

Another 10% reduction of tariffs on intra-EEC traffic came as scheduled on Dec. 31, 1961. Duty reductions on intra-EEC trade at that time amounted to 40% for industrial products and at least 30% for agricultural commodities. The Treaty objective for the first stage requiring reductions amounting to at least 25% of the basic duty on each product was met.

With agreement reached on a Common Agricultural Policy (CAP) and an alignment of national duties toward the CXT, the first stage ended and the transitional period moved into the second stage on Jan. 1, 1962.

Second stage

The fifth tariff reduction on internal trade—again an accelerated movement—came July 1, 1962. It amounted to 10% on industrial items and further reductions of 5% on certain liberalized agricultural commodities not under the CAP levy system.

On July 1, 1963, the scheduled reduction, a sixth one, of 10% was put into effect. It was an across-the-board cut except for those commodities for which the CAP levy system had become effective.

The next internal tariff reduction of 10% will take place December 31, 1964, leaving only 30% of the 1957 rates still in force.

External tariff changes

To establish a customs union, the member states not only had to provide for abolition of tariffs on products traded among themselves, but also to agree on and put into operation a single tariff structure valid for the entire area for products coming from third countries.

The treaty formula involves in general averaging the rates in effect in 1957 in the four constituent customs areas (Benelux—Belgium, Netherlands, and Luxembourg—is a single customs area). A number of products considered sensitive or of a special significance to individual members were reserved for special tariff treatment and placed on the so-called List G.

Duty rates for these products were established through negotiations among representatives of the Member States rather than through the averaging process. Included in this List G group are such items as fish, cheese, wine, fats and oils,

BORDER CROSSING: At the Franco-German border, busload of passengers is being cleared by officials at the Creutzwald (Moselle) customs post. In the background are power cables linking the two countries. Customs barriers such as these are gradually being lowered within the European Economic Community.

lead and zinc ores, petroleum, silk, ferro-alloys, aluminum, magnesium, engines and machine tools.

Agricultural products were singled out and grouped in Annex II to the Rome Treaty. Although the CXT rates for many of these agricultural items originally were established through the averaging procedure, for a number of items such as grains, poultry, pork products, and eggs the import duties were replaced on July 30, 1962, by a system of variable import levies and for eggs, poultry and pork, also minimum import prices. Additional agricultural items, including rice, beef, and dairy products, have been or are expected to be placed under special provisions during 1964.

The Rome Treaty calls for three adjustments of basic 1957 national duties toward the CXT in each of the Member States. The first of the three movements toward the CXT was on Dec. 31, 1960, one year ahead of the Treaty schedule. However, it applied only to industrial items. The first move for non-levy agricultural items came as scheduled on December 31, 1961.

At the time of this first external tariff alignment the EEC countries were involved in the 1960-61 Dillon round of GATT (General Agreement on Tariffs and Trade) negotiations. The EEC countries provisionally offered a 20% reduction in the CXT on many industrial items as a basis for bargaining with the other GATT contracting parties.

Therefore, in making this first alignment Member States adjusted their national tariff rates toward the CXT reduced by 20% for the items offered in negotiations rather than toward the full CXT.

As an example, the national 1957 ad valorem tariff rates on household washing machines, EEC tariff position #84.40B 1, were 18% in France, 6% in Benelux, 31% in Italy, and 10% in the Federal Republic of Germany. The CXT for electric models had been established at 19%.

A 30% alignment would have changed the existing external tariff rates to the following: France, 19%; Benelux, 9.9%; Italy, 27.4%; and the Federal Republic of Germany, 12.7%.

Instead, since the 19% CXT was provisionally reduced by 20% or to 15% ad valorem, the 30% alignment, taking into account the exceptions listed below, resulted in external tariff rates as follows: France, 18%; Benelux, 8.7% instead of the 9.9%; Italy, 26.2% instead of 27.4%; and the Federal Republic of Germany, 10.1% instead of 12.7%.

Certain exceptions were made in the procedure for adjusting the national duties in this first movement. Since the Federal Republic of Germany had unilaterally reduced its tariff rates during 1957, the base point taken for Germany in figuring the alignment was the midpoint between the Jan. 1, 1957, rates and the unilaterally reduced rates of August 1957.

If the basic 1957 national duty on any product did not differ from that in the CXT in either direction by more than 15%, the CXT was put directly into effect. Formulas were adopted for handling fractional amounts. No changes were put into effect which would have resulted in reductions of national duties below the full CXT rates.

2d external alignment

A second external alignment was made on July 1, 1963, 2½ years ahead of the Treaty schedule, but applicable only to industrial items. Current duties in the six EEC countries were again moved by 30% of the difference between the 1957 basic rates and the CXT.

The CXT rates toward which this alignment was made were either those reduced through the 1960-61 GATT negotiations or the original CXT rates reduced by 20%, whichever would be lower. Certain List G items were excepted and aligned on the basis of the full CXT unless they had been reduced below that level in the past GATT negotiations.

An example of this movement, using household washing machines, will illustrate the changes in tariff rates which this second alignment brought.

In the GATT Dillon Round, the CXT on washing machines had been reduced from 19% ad valorem to 15% ad valorem. Since this was a reduction of slightly more than 20%, national duty rates for this product were accordingly aligned on the basis of the 15% CXT rate.

The alignment procedure involved adjusting the rates in each of the EEC countries toward imports from third countries by a total of 60% of the difference between the 1957 rate and the CXT.

The situation in Italy and Benelux will illustrate this procedure. For Italy, 60% of the difference between the basic 1957 rate of 31% and the CXT of 15% is 9.6, and subtracted from the 1957 rate of 31% gives 21.4%, which is the current Italian duty on all imports of washing machines coming from third countries.

For Benelux, 60% of the difference between the basic 1957 rate of 6% and the CXT rate of 15% is 5.4, added on to the 1957 rate of 6% gives 11.4%, which is the current external duty in the three Benelux countries.

Following the same procedure produces a current rate in the Federal Republic of Germany of 13% and in France of 16%.

Similar movements took place for each

of the other industrial items in the tariff schedule so that import duties in the six countries have been moved a total of 60% of the difference (up or down) between the 1957 basic rates and reduced CXT rates.

In certain instances, these movements have resulted in increased national duty rates for products from third countries, primarily in the Benelux countries and the Federal Republic of Germany, and in other cases decreased duty rates have resulted, primarily in Italy and France.

By 1967, if current EEC Commission proposals on tariff adjustments are followed, the import duty in each of the six countries on washing machines imported from third countries will be 15% (unless reduced in the GATT Kennedy Round) and there will be no import duty applicable on this product when imported from any one of the EEC countries or from any country associated with the EEC.

California wines compete in new Canadian markets

California wines are entering Canadian markets in competition with wines from France and Italy.

Action by the Quebec Liquor Board authorizes the imports in the Province of Quebec. The board's ruling covers an initial consignment of 200 cases of red and white wines produced by C. Mondavi & Sons, St. Helena, Cal.

U.S. winegrowers have remarked on a long-standing Canadian prejudice in favor of European wines. The California wines will be marketed in Montreal, Quebec, Three Rivers, Sherbrooke, St. Adele and Hull, at prices lower than popular French and Italian products.

Guatemala authorizes investment institutions

Guatemala has authorized the establishment of private investment banking organizations to promote creation of productive enterprises by obtaining and channeling medium and long term internal and external resources.

The institutions, known as "finacieras," may invest in industrial, agricultural and livestock undertakings through the purchase of shares or the extension of credits to encourage the development and diversification of production.

Decree-Law No. 208 provides that these financial institutions may not provide financing for firms domiciled outside of the "Central American Economic Community."

'We outsell everyone with U.S. products'

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

SAN JOSE, COSTA RICA—Away up there, high in the sky, it looks like an atomic explosion. There is the mushroom, dark and foreboding, growing from the hill until it reaches full fusillade.

The Irazu volcano bubbled to action a year ago, on the day President Kennedy visited this sophisticated city of flowers and commerce.

"I guess the volcano became as excited as we were," said President Orlich.

"We promised people land," said another official. "We did not expect they would get it every day, a little bit at a time."

The volcano spews and spills a few miles from the city, but no one seems worried. Ash drenches the city, whipped by winds continually blowing from the Atlantic into San Jose. People begin to look ghostly. White shirts turn tattle-tale grey in a moment. There is volcanic ash everywhere—on a suit, a newspaper, especially in the eyes and even worse, in throats made sore by inhalation.

Little sunshine filters through. Biting fallout turns day to continual twilight. Sweepers scour the town, filling cans wih lava dust, while residents slap shut windows, breathe cautiously and attempt to cure ragged bronchial tubes. The stuff creeps into automobiles, through theatre doorways, into public buildings, homes and hotels.

"We figured this was no short term problem," said Rafael Segovia, manager of the local Sears store. "We air conditioned completely."

Sears has been operating since 1951 in San Jose. It is Costa Rica's largest retailer. So listen to Senor Segovia, a Costa Rican, who likes to fish for sail and marlin on weekends, and keeps his boat close by.

"Sears has never forgotten price. But we also know that the cheapest products are not always good enough. We sell value."

Fifty per cent of Sears business and 98% of its imports are U.S. products. The other 50% is mostly Costa Rican or from the Central American economic community.

"Other stores here sell German, English, French or Japanese," said Segovia. "We do, too, when they have better value. But we outsell everyone with U.S. products and prices. We are hard to convince that the United States cannot compete at retail price everywhere. We do it daily."

There is a big difference between selling industrial equipment and goods at retail. The U.S. here holds dominance in both areas. Standard Oil of California is putting up a chemical plant. Allied Chemical intends to produce 8000 barrels a day in a petroleum complex, and Grace is investing $6 million in a confectionery factory.

Sears sell organs, electric guitars, TV, aluminum ware, air conditioners, ice boxes and stoves, all made in the U.S.A. Sears in Chicago values the business like a race track investor cashing a winning ticket. They already have other stores in El Salvador and are planning an opening in Nicaragua in September, and in Guatemala next year.

"We even sell a lot of U.S.-produced power lawn mowers," said Segovia, a round, moon-faced merchant who is given complete latitude to buy where-ever in the world he pleases. "Lawn mowers are not a luxury any more. Peons will not work without one."

Who was that analyst the other day who made a speech to say the United States could not compete on retail prices abroad? This corner has forgotten his name like last week's weather. Senor Segovia of Sears must have been trolling for marlin and not have read his dark observations and dire counsel.

FOR WORLD TRADERS

'Pros' to set standards

Designation as C.D.S., C.A.E.M. or Q.E.M. will provide sound credentials

By STANLEY LICHTENSTEIN
Staff Writer

Proud badges of their profession will be earned by key international-trade personnel under a program launched by the recently formed American Society of International Executives (ASIE), Sheraton Hotel, Philadelphia, Pa., 19103.

Credentials to be issued to qualified specialists will include C.D.S. (Certified Documentary Specialist), C.A.E.M. (Certified Assistant Export Manager) and Q.E.M. (Qualified Export Manager). Certified grades in finance, transportation, insurance, forwarding, overseas production and other fields of international trade also are planned.

An offshoot of the Foreign Traders Association of Philadelphia, ASIE will serve as a national professional society to set standards, give examinations and bestow appropriate recognition on men and women with skills important to international commerce.

Training

Candidates for certification are furnished with study outlines and bibliographies by ASIE and encouraged to take existing foreign-trade courses at universities and other educational institutions, and to utilize on-the-job training to best advantage. ASIE is concentrating on devising examinations and prerequisites which measure the applicant's know-how, regardless of where the training and experience were obtained.

C.D.S.

Certified Documentary Specialist—A man or woman thoroughly experienced in the preparation and use of international trade documents common to exporters, importers, forwarders, banks, transportation and insurance companies. Knowledge of foreign-language business terms and 1 year's experience are required.

Foreign-trade veterans with at least 15 years experience—including 10 as export manager or in a post with equivalent export-sales responsibility—are eligible for ASIE membership as E.E.M.'s or Experienced Export Managers.

Other special-status members include:

Senior Members. Individuals who, after retiring from active international business at a level comparable to that of Qualified or Experienced Members, are now available for special work or consultation.

C.A.E.M.

Certified Assistant Export Manager—A person with 2 years experience in export sales work, a good reading knowledge of one foreign language, all the requirements of the Certified Documentary Specialist, plus marketing and other subjects needed to assist the export manager or take charge in his absence. Membership in a local or national foreign trade association—to exchange information on current conditions—is required.

Corporate Members. Companies engaged in international trade, finance, insurance, transportation, communications, forwarding, packing, publishing; educational institutions, trade associations and other organizations contributing to and benefitting from ASIE.

Contributing Members. Persons interested in international trade and the objectives of the society.

Setting standards and certifying individuals, ASIE also aims to function as intermediary between qualified professionals seeking employment and corporate members in need of such personnel.

The society's executive vice president, Dr. Roland L. Kramer, and its president, Thomas C. Ballagh, are credited with conceiving the idea—several years ago—which led to its founding.

Dr. Kramer is professor of commerce and transportation at the University of Pennsylvania and for more than 30 years executive secretary of the Foreign Traders Association of Philadelphia.

Ballagh is president of Ballagh & Thrall, Inc., combination export managers in Philadelphia for 3 decades, and past president of the Foreign Traders Association of Philadelphia. At the White House Conference on Export Expansion last fall, he chaired the Small Business Committee.

Over the past 2 years the Association's professionalization committee worked on the Kramer-Ballagh proposal and developed the framework, qualifications and study outlines of ASIE. This was done under the committee chairmanship of Charles M. Hentz, export manager of Arthur H. Thomas, Inc., past president of the Association and first vice president of ASIE.

Other professionalization committee members are Dr. Henry T. Tadd, committee vice chairman and economist for Houdry Process & Chemical Co.; Thomas C. Ballagh; Henry Dempsey, Philadelphia field office, U.S. Department of Commerce; Martin L. Hoffman, vice president, Allen Forwarding Co.; Richard D. Kane, Scott Paper Co.; Harry Rickards, past president, Foreign Trade Association of Philadelphia, retired; and Dr. Roland L. Kramer.

Plans of the society call for developing and testing its procedures in the Philadelphia area, and then operating nationally with the aid of foreign trade associations and universities north and south, east and west.

Q.E.M.

Qualified Export Manager—A top-flight man or woman fully qualified to set up or take charge of the export department of a company or division. The applicant needs to have 5 years of export experience, the knowledge of the C.D.S. and C.A.E.M., plus advanced knowledge of international marketing and administration, fluency in at least one foreign language, extensive foreign travel and longer membership in a foreign trade association. The candidate will write a research paper on an international trade subject.

In the eyes of seasoned world traders, the society promises to answer a long-felt need.

U.S. firm making major sales of car-care products in Europe after modest start 8 years ago

Turtle Wax, Inc., of Chicago, distributes waxes, cleaners and antifreeze in Great Britain, Scandinavian countries

Officials of Turtle Wax, Inc., say they are "astonished" to find the company currently making 30% of its sales in Europe, only 8 years after the firm's first overseas gesture.

Turtle Wax has cultivated a flourishing European market for auto-care products.

Europe's car population is increasing much faster than that of the United States. Many persons are acquiring an auto for the first time in their lives, but not trading them in as frequently. As a result, the motorist takes better care of his automobile than his counterpart in the United States.

Big investment

The cost of an automobile represents a larger percentage of the earnings of a European than of an American. Turtle Wax executives call this the key to the company's European success: "We apparently had the right product at the right time."

Ranking third in the United States with about 18% of the domestic market, Turtle Wax now ranks first in Great Britain and first or second in Norway, Denmark and Sweden. The U.S. firm has captured 50% of the Swedish car-wax market and this year has started shipping to Belgium, Holland, Switzerland and Sweden.

In the next year or two, company officials expect to sell as many bottles of wax outside the United States as domestically.

One at a time

The first entry was into the Swedish market because this Scandinavian nation's economy was as close to the American economy as any other country, and American products and methods were looked upon favorably. From Sweden, the marketing program proceeded into Denmark in 1958, Norway in 1959 and Finland in 1960.

By the time the company got around to Great Britain, 4 years after Sweden, the Turtle Wax selling record and quality product had helped pave the way for this all-important market.

A report on the British market confirmed much that was already known regarding its size and leading brand shares. The report also revealed that the car-polish market was very competitive and dominated by three brands.

Turtle Wax started in Lancashire because the number of car owners was in accordance with the national average and the whole operation could be controlled from headquarters in nearby Manchester.

TV campaign

A fairly modest television campaign began in April. Motorists, intrigued by the "once-a-year" car-wax commercials, badgered retail outlets and repeat orders from the trade started to come in. After only a few weeks it was decided to expand into Yorkshire and then into the Tyne-Tees area.

Within 4 months of the original test launching the wax was being actively promoted in about 50% of the country despite the fact that autumn was around the corner and London and the south hadn't been touched yet.

Leading share

In less than 9 months, an unknown product achieved almost national distribution and succeeded in obtaining the leading share of the market.

In addition to liquid car wax, the Chicago firm now exports other car-care items such as whitewall tire cleaner, chrome polish, and gasoline antifreeze.

Proud

"We are proud of our expanding export program," company officials state. "The strength of our national economy and our never-before-realized ability to carry out our international responsibilities has not only created a foreign market which didn't exist before, but has substantially added to our profit picture."

JETLINERS—Japan Air Lines (JAL) is purchasing 6 Boeing 727 jetliners and necessary spare parts for $37.5 million, with deliveries by Boeing scheduled for August, 1965, and January, February, March, April and May, 1966. Each 727 under the purchase agreement is to have a basic price of about $4.5 million. Under an accompanying loan agreement, the total of $37.5 million also covers spare engines and parts. The total is to be broken into two parts: $7.5 million to be repaid semiannually over a 5-year period at 5.75% per annum interest; the other $30 million to be repaid semiannually over a 7-year period at the same interest rate. JAL plans to use the 727's on routes linking Tokyo with Osaka, Fukuoka, and Sapporo.

OFFICE MACHINES—Monroe International, Inc., is the new name of Monroe Calculating Machine Co., a Litton Industries division. Known as a manufacturer of desk-size all-purpose electronic computers, Monroe International globally markets a broad line of calculating, adding and accounting machines, as well as sales registers used with data processing equipment. Monroe sells and services its products through offices in some 90 countries.

6,000 LOAVES—When the Shikishima Baking Co. began operating recently in Nagoya, Japan, $712,000 worth of American Machine & Foundry Co. machines went into action, turning out 6,000 pounds of wrapped bread an hour. The Shikishima installation is the third major bread plant in Japan designed and equipped by AMF's International Group. The earlier ones were built in Tokyo for Akebono Fresh Bread Co. and Dai-Ichiya Bakery Co.

SODA POP—The Canada Dry Bottling Co. of Jamaica, Ltd., has been established in Kingston, Jamaica, as a wholly-owned subsidiary of Consolidated International Corp., a Jamaican company. For a half-century, the makers of Canada Dry ginger ale have been the world's largest direct users of Jamaica ginger, and Jamaican governmental agencies have cooperated in research on raising, cultivating, drying and storing ginger. Canada Dry has division offices in other parts of the Caribbean as well as in Latin America, Germany and Lebanon.

U. S. Government Actions

Eximbank authorizes $19.5 million loan to Japanese firm

Power generating unit to be built at Kansai thermal station; foreign, domestic costs set at $50 million

The Export-Import Bank has authorized a $19.5 million loan in favor of Kansai Electric Power Co., of Osaka, Japan.

The credit will be used to assist in financing the purchase of a 450,000 kilowatt supercritical thermal power generating unit to be installed in the Himeji No. 2 Thermal Station of Kansai, located about 40 miles west of Osaka. Foreign and domestic costs of equipment and installation are estimated at the equivalent of $50 million.

Westinghouse Electric International Co. will supply the thermal power generating unit. Combustion Engineering, Inc. will supply the boiler which will be of the combined circulation type.

Other U.S. suppliers will furnish additional equipment needed for expansion of the plant. Gilbert Associates, Inc. will furnish engineering services. Total U.S. cost, including freight, is estimated at $25.4 million, with a portion to be financed by Westinghouse and associated suppliers.

Second largest

Kansai is the second largest utility system in Japan. It serves an area of approximately 11,000 square miles in the central portion of the Island of Honshu, which includes the industrial areas of Osaka, Kobe, and Kyoto.

Kansai has plans to double its system capacity during the period 1963-68 by the addition of 4,572,000 kilowatts of new generating capacity, of which 630,000 kilowatts is hydro and 3,942,000 kilowatts is thermal. This program will increase system installed capacity to about 8,800,000 kilowatts, with a capability of about 8,700,000 kilowatts with which to meet the 1968 system maximum demand.

Eximbank has authorized four previous loans to Kansai totaling about $35.2 million. This loan is repayable in 15 years commencing in 1968.

Price review requirements listed for poultry, eggs

The Department of Agriculture has announced that poultry, eggs and their products sold under Titles I and IV, Public Law 480 purchase authorizations issued on and after June 10, will be subject to price review at the time of sale.

This replaces a system where price review was conducted on a post-transaction basis. Purpose of the review is to determine that the prices fall within the prevailing range of export market prices at time of sale. Similar requirements are already in effect for wheat, rice, feed grains, dairy products and certain fats and oils.

U.S. suppliers may obtain approval of contract prices and further information on this requirement from the General Sales Manager, Foreign Agricultural Service, Department of Agriculture, Washington, D.C. 20250.

Improved export statistics planned by Census Bureau

Export statistics will be easier to relate to statistics on domestic production and to trade data of other countries, under a plan proposed by the Department of Commerce.

Beginning with statistics for January, 1965, export data will be collected in terms of a commodity classification that will permit publication of data in terms of the Standard International Trade Classification (SITC) as modified for U.S. needs, and U.S. production classifications based on the Standard Industrial Classification (SIC). The former will be published monthly and annually and the latter annually.

Recommendations for changes in this proposed classification should be submitted to the Foreign Trade Division, Bureau of the Census, Washington, D.C. 20233, or to the Budget Bureau's Advisory Council on Federal Reports, 1001 Connecticut Avenue, NW., Washington, D.C. 20036, no later than July 31. This time schedule must be adhered to if this program is to be made effective with the January, 1965, statistics.

4 firms undertake investment surveys with AID assistance

Studies focus on developing nations; AID to underwrite 50% of costs

Four U.S. companies have enlisted the help of the Agency for International Development in the past month to determine investment potential in businesses in Turkey, Thailand, Israel and Guinea.

They are interested in the possibilities of a canning plant in Turkey, a sugar industry in Thailand, manufacture of synthetic crystals in Israel and tapioca production in Guinea.

In each case, AID has agreed to underwrite 50% of the costs of studying the investment possibilities. If the company decides to invest, it will pay the entire cost and keep the survey. If not, AID will pay one-half the cost and hold the survey for possible future use by potential investors.

U.S. firms taking advantage of this investment survey program of AID are:

- Tapioca Associates, Stamford, Conn., interested in the possibilities of establishing a plant for starch extraction in Guinea. The survey will cost $5,540.
- James H. Black Co., Streator, Ill., which will study feasibility of establishing a canning plant in Turkey for citrus fruits, juices, vegetables and other foods. Survey cost: $36,000.
- The Calabrian Co., Inc., New York, N.Y., which will survey possibilities of investing in a sugar cane complex in Thailand to produce sugar and its by-products.
- Bolt, Beranek and Newman, Inc., Cambridge, Mass., which will investigate feasibility of semi-commercial production of synthetic crystals in Jerusalem, Israel, to be sold to manufacturers of scientific instruments and to university laboratories. The survey cost will be $4,200.

The agreements with the four firms were executed by the AID Office of Development Finance and Private Enterprise, which uses the legal authority to underwrite such surveys as one of a number of measures to help increase U.S. investment overseas in friendly, developing countries.

Venezuela offers tax exemptions on rental income

Decree encourages construction industry, relieves housing shortage

The Government of Venezuela is offering exemption from income taxes on rental income up to a period of 5 years to encourage the construction industry, reduce unemployment and alleviate the low-cost housing shortage.

The exemption is provided by Decree No. 1,991 of April 8, which was published in the Official Gazette of that date.

Under the provisions of the decree, new urban and rural construction, which have obtained municipal construction permits prior to July 16, 1966 and "habitation permits" from the Ministry of Health and Social Welfare prior to Jan. 1, 1967, may be exempted from the payment of the income tax on rental income for a period of 5 years computed from the date on which the permit to inhabit the dwelling is issued.

Construction cost limits

The exemption may be granted for single or multiple family dwellings, as well as for business premises with uses not yet specified. However, in no case may the cost of such construction exceed U.S. $22,000 per unit of dwelling.

In order to calculate the value of the buildings, the cost per square meter of construction will be set at U.S. $66. Applications for exemption from the tax on rental income are made to the Ministry of Finance (Ministerio de Hacienda) and must be accompanied by the respective permits for construction and habitation as well as the approval of the plans by the engineering office of the municipality.

The Ministry may request other documentation or accept documents other than those stated.

Mica exports' inspection

Effective July 1, 1964, all mica exports from India must undergo inspection prior to shipment. The Mica Export Promotion Council of Calcutta, a government agency, has been given the authority to inspect and issue certificates of quality. The action is designed to increase mica exports.

EEC Commission advises quotas on 3 products

The Commission of the European Economic Community recently recommended that its Member States maintain in force until December 31, 1964, export restrictions on certain items in 3 categories of basic products: non-ferrous metals, unworked skins and hemp seed. Although these recommendations are not binding on Member States, in the past they have accepted the Commission's suggestions of this type.

The controls recommended are: for non-ferrous metals (CXT No. ex 26.03, ex 74.01, 76.01B, 78.01B) the Commission recommends setting export quotas for each Member State on shipments to all third countries; for unworked skins (CXT No. ex 41.01, ex 43.01) the Commission recommends certain restrictions on re-exportation of these products originating in EEC countries; and for hemp seeds (CXT No. 12.01 ex G) the Commission recommends an embargo on certain varieties.

Certain textile imports allowed by Israel

In a departure from its previously-established policy of complete protection of the local textile industry, the Israeli Ministry of Commerce and Industry has announced that import licenses will be issued for cotton fabric and yarn, synthetic substitutes, and shoes.

High import duties will be applied to these recently freed goods, however, as follows:

Forty-five percent plus Israeli pounds (IL) 1.25 ($0.41) per kilo on imported yarn; IL 6 ($2) per square meter plus a 35% purchase tax on materials, and IL 18 ($6) per pair for shoes.

Germany extends quota for cocktail cherries

Germany has extended a quota of unannounced size for imports of cocktail and Maraschino cherries from the U.S. and Canada. These cherries must be in glass jars containing up to 8 ounces.

Applications for import licenses may be made until the exhaustion of the undisclosed value limit but not later than Dec. 30. Licenses will be valid until Dec. 31. The first day of customs clearance is July 1.

Petroleum rules issued by UK

The United Kingdom has issued regulations governing application requirements for licenses to search, drill for and produce petroleum and natural gas in the British portion of the North Sea Continental Shelf outside the U.K. territorial waters.

The cost of a production license is $70 per square kilometer for an initial period of 6 years. Thereafter, annual rents per square kilometer rise by $70 annually to $812 in the 17th year.

The license gives exclusive rights to search for and produce petroleum in a specified area. A royalty of 12½% is payable on the value of the petroleum at wellhead.

Exploration licenses are granted for 3 years at a cost of $2,800. These are not exclusive and permit the holder to search for petroleum in any part of the designated areas not subject to production licenses.

If oil is found it may be moved only to the U.K. unless its export is authorized by the Minister of Power. Any gas discovered will have to be offered to Britain's nationalized gas industry, except for gas used for nonfuel purposes.

Interested firms may obtain a loan copy of the regulations from the European Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Iraq Government relaxes more travel controls

The Iraqi Ministry of Foreign Affairs has announced a further relaxation of registration and exit permit requirements.

According to the new regulations, exit permits are not needed for a visit of 30 days or less. Foreigners who Iraqi visas are designated for tourism, visit or summer resort are not required to register with the police if their stay in Iraq does not exceed 30 days. Foreigners with other visas must register with the police if their stay in Iraq is longer than 15 days.

Earlier this year permission was granted for tourists to travel to almost all sites of historical and archaeological interest in Iraq without securing passes or giving prior notification.

Indian dye firm seeks joint venture to produce enzymes

Plans establishment of plant in New Delhi; cost set at $1 million

An Indian manufacturer of dyestuffs and dye intermediates seeks private collaboration in establishing a plant in New Delhi to manufacture 1,000 metric tons of standard enzymes and by-products annually.

The total financial outlay envisaged for the project is approximately $1 million of which slightly more than half would be provided by the Indian firm. A reasonable proportion of equity capital would be allotted to the U.S. collaborator and the balance offered to the public.

Contributions expected

In return for the equity, the collaborator would be required to supply to the proposed new firm, Indian Enzymes Ltd., such specialized equipment and machinery as cannot be fabricated in India, as well as technical know-how plus patent rights, if any, possibly on a royalty basis. The project is estimated to yield a minimum profit of 20% on sales.

An industrial license to manufacture the enzymes reportedly has been assured by the Indian Government because there is no manufacture of the product in India at present.

Interested U.S. firms should communicate with B.R. Nayar, Palm View, 2/5 Roop Nagar, Delhi 6, India.

Venetian blind production offered U.S. manufacturer

A Swedish manufacturer of aluminum building sheathing, roofing, panels and venetian blinds is interested in developing a market in the U.S. for its lines of venetian blinds, including cordless blinds, by licensing the production of its products to a U.S. firm.

The name and address of the Swedish firm is available from Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230 by referring to File 1253.

Sierra Leone Government issues investment study

"Investment Opportunities in Sierra Leone," a 45-page, illustrated pamphlet has been published by the Sierra Leone Government.

It reviews the present industries of Sierra Leone and lists, in general terms, possible fields for future investments. The publication also explains Sierra Leone's Development Act of 1960, which makes it possible for qualified firms to obtain tax and duty-free entry privileges, and the Government's "open door" policy towards investment.

Sierra Leone's stability since independence and the Government's efforts to attract private capital, as reflected in the liberal Development Act, have helped towards creating a good investment climate. These favorable conditions will encourage future foreign investment in feasible projects.

Copies of this pamphlet may be obtained by firms interested in the investment potential of Sierra Leone by writing to Bureau of International Commerce, Office of International Investment, File IRD-G, Department of Commerce, Washington, D.C., 20230.

Morocco studies feasibility of hotel, motel facilities

The Government of Morocco desires to expand its hotel and motel facilities to accommodate increased numbers of tourists.

An estimated 300,000 tourists visited Morocco in 1963, an increase of about 50% over 1962. Another dramatic gain is expected this year.

A 3-man team of U.S. motel specialists has now completed a study of Moroccan tourism opportunities. They concluded that a new chain of motels is economically feasible. Included in their report are recommendations for design and construction and a pro forma annual income statement.

The study was prepared by Porter International Company, under the auspices of the Agency for International Development. For further information write: William Fothergill, Porter International Company, 800 17th St., NW., Washington, D.C., 20006.

Nepalese drug company seeks U.S. participation

U.S. drug firms can participate in the establishment and operation of Nepal's first pharmaceutical plant with a local firm recently organized with the backing of the Royal Government.

Aside from producing pharmaceuticals for local consumption, the new company also could be utilized by a participating U.S. drug firm for the collection and semi-processing of medicinal herbs which abound in the area.

Preliminary plans for the new industry call for the establishment of a moderate-sized plant to produce pharmaceutical preparations valued at around $650,000 a year. A total investment of about $600,000 is envisaged, of which $520,000 would be provided by the foreign investor in 3 stages.

Processes and techniques, as well as managerial and technical personnel, would be required in addition to capital. An annual return of 25% on invested capital is projected.

An investment prospectus prepared by the promoters of this project may be obtained by writing: Bureau of International Commerce, Office of International Investment. File 1-2834-6-H, Department of Commerce, Washington, D.C., 20230.

U.S. collaboration sought for Indian newsprint plant

Plans for the establishment of a newsprint plant in India, dropped in 1962, have been revived by the Government of West Bengal.

The Government intends to build the plant during India's Fourth Five-Year Plan (1965-70). In order to do so, private U.S. financial and technical collaboration is being sought.

U.S. firms interested in participating in this project may obtain additional information by writing to Bureau of International Commerce, Office of International Investment, File 4-2621-3-H, Department of Commerce, Washington, D.C., 20230.

DIESELS FOR BELGIUM

Producer of diesel motors for tractors, locomotives, and for marine applications seeks a merger or joint venture to make line of diesel engines, all kinds of compressors, medium precision mechanical pieces, and civil engineering equipment. Write: S. A. Moteurs Moes, Wareeme, Belgium.

Trade Mission leaves for Israel to spur sales of U.S. goods

Group of industry specialists is organized by American-Israel Chamber, sponsored by BIC

An 11-man Mission left for Israel last week on a 10-day trade-producing trip. Israel's rapidly expanding economy and ample foreign exchange reserves offer a growing opportunity for sales of U.S. goods.

Organized by the American-Israel Chamber of Commerce and Industry and financed by Mission members, the Mission is sponsored by the Commerce Department's Bureau of International Commerce (BIC). Specialties of the members include industrial construction and automotive equipment, building materials, electronics, chemicals, food-processing machinery and investment.

Attend fair opening

The Mission expected to arrive in Israel for the opening June 16 of the three-week Tel Aviv International Trade Fair. The U.S. Exhibition, mounted at the fair by BIC and featuring electronics equipment and components of 50 U.S. firms, will give Mission members an opportunity to meet prospective customers, agents and distributors from Israel and other Middle Eastern countries as well as from Africa. BIC market studies indicate excellent sales potentials in Israel for U.S.-manufactured electronic products.

BIC trade specialists said in a briefing session with Mission members that although the Israeli market is highly competitive, an import liberalization program continues to broaden areas of sales potentials to include more products. As income and expenditure levels continue to rise, Israeli importers are being given more latitude, especially for purchase of consumer goods. The quality and performance of U.S.-made products already are well known in Israel.

Max Ratner, a national vice president of the Chamber and president of Forest City Enterprises, Inc., of Cleveland, is Mission Director.

BIC and the U.S. Embassy in Israel are co-operating to help the Mission in its work abroad. The group plans to return to the United States about June 27.

Shortage of qualified teachers, school facilities in W. Germany creates market for training aids

Trade Center in Frankfurt schedules show in mid-October; U.S. firms' adaptability, imagination can win share of market

A large, growing population and a shortage of adequate teachers and facilities combine to make West Germany a good market for imaginative U.S. exporters.

The opportunities for American sales lie in modern teaching and training aids in schools, industry, the military, adult education and self-teaching courses.

American industry can expect a share of this market if individual firms show the same adaptability and imagination in European marketing as they have in pioneering research and development in the United States.

Emphasis should be placed on the evolutionary and not the revolutionary nature of American teaching and training aids.

The above statements form the summary of a recent market survey done for the U.S. Trade Center in Frankfurt by the European consulting firm W. Marshall of Wiesbaden. The Center will be the scene of an Advanced Teaching and Industrial Training Aids Show Oct. 14-21.

Adult education popular

Of West Germany's 56 million people, more than 23 million are employed adults, including about 800,000 foreign workers and almost 400,000 apprentices in formal four-year apprentice programs.

There are nearly seven million school children and at least 1.6 million Germans attend over 66,000 adult education courses.

There is every indication, according to the survey, that these numbers are increasing and that they will require greatly improved education and training. A responsible German prediction is that 145,000 classrooms will have to be provided at a cost of $4.75 billion by 1970.

Universities have inadequate teaching personnel and space. The 18 universities, 13 scientific and technological institutes, and 17 religious seminaries in West Germany at present cannot handle one half of the qualified secondary school graduates seeking admission, the survey reported.

Another sector which is badly handicapped by a shortage of qualified teachers is adult education, especially industrial training, vocational guidance, executive training and related fields. The rapidly advancing technology in all branches of knowledge have caused thousands of German manufacturing firms—as well as the military—to enroll their personnel in company-run training courses. This is in addition to the required constant updating of their formal apprentice programs.

In all the areas mentioned, the survey reported, conventional teaching and training methods are seriously overtaxed and likely to remain so unless the shortage of teachers, training personnel and facilities are compensated by the support of modern, proven, teaching and training aids.

Additional details about shows scheduled for U.S. Trade Centers overseas are available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Product areas

Products to be displayed at the Trade Center show include instructional devices and programs; test grading scoring equipment, audio-visual equipment; and student response systems.

Because education and training touch all facets of German life, and because the individual citizen is the "end consumer," wide publicity will be given to the show of teaching and training aids throughout the country to attract key figures of German business, education, civil and military circles as well as potential importers, agents and distributors.

Thousand to Bangk

The people in Thailand and nearby countries appear to like U.S. products.

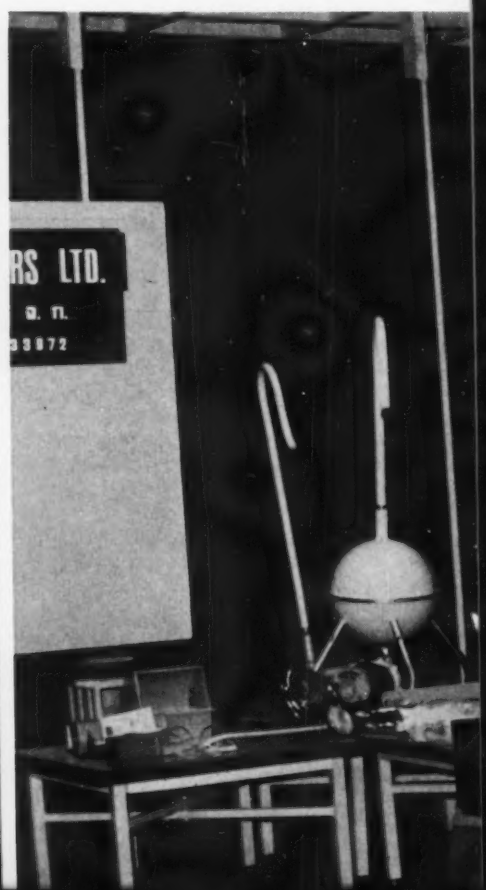
Orders sold during the first week of the June 3-19 American Products Show at the Bangkok Trade Center totaled $5,000. Projected sales are estimated at $55,000.

Visitors in the first week totaled 31,000, with about 20% of them being trade visitors.

Twenty-four Bangkok firms, representing 55 U.S. companies, are taking part in the show. Alfred Puhan, charge d'affaires of the U.S. Embassy in Bangkok, and J. Robert Fluker, Embassy counselor for economic affairs, formally opened the event.

On these two pages are seen a few of the many visitors constantly coming in the doors of the Trade Center to examine and buy the U.S. products on display.

At left, two pretty heads get together for a discussion of the contents of a volume of the Encyclopedia Britannica at



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ok show

the publishing firm's display. The display featured information about the "Great Books" program popular in the United States.

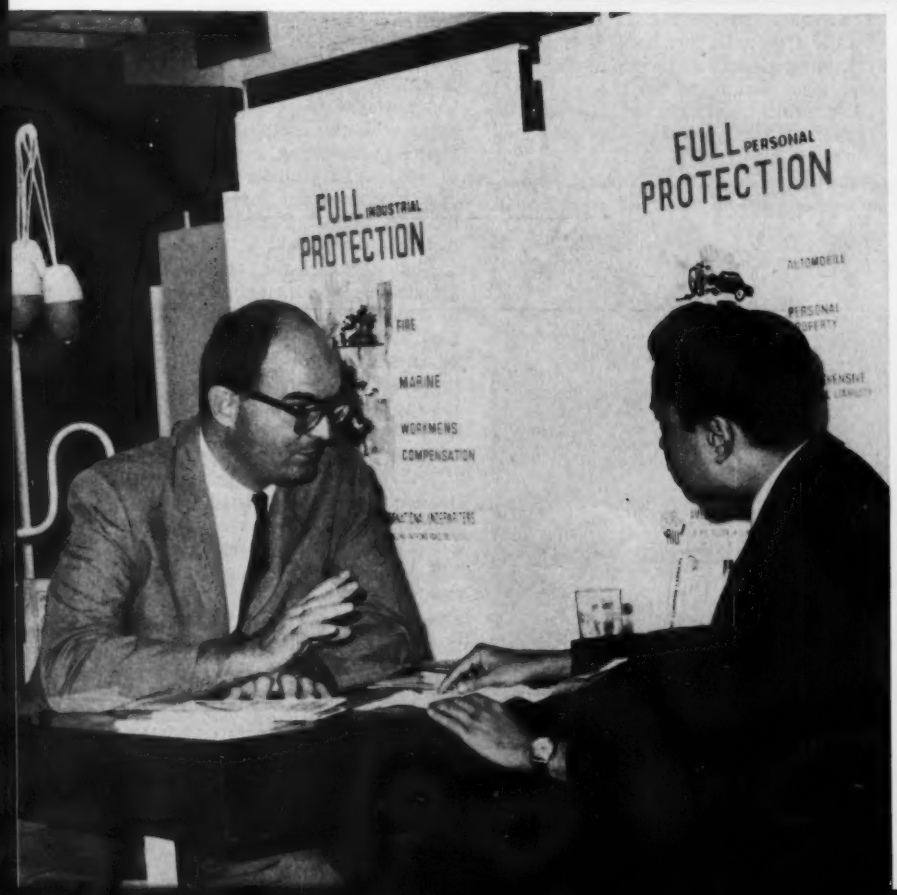
At right, a demonstrator at the International Business Machines display explains an IBM card sorter machine to Banjerd Cholvijarn, president of the Board of Trade, Bangkok.

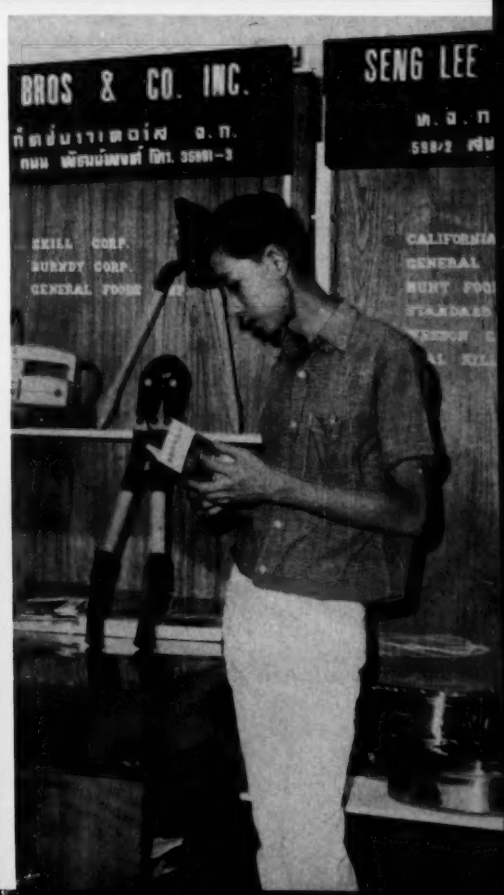
In the lower photographs, from left to right:

A representative of the Virginia Laminating Co. is deep in conversation with two visitors in sports shirts.

Louis D. LeFevre, manager of American International Underwriters in Bangkok, explains fire, marine and workmen's compensation insurance, as well as automobile and other personal coverage, to a prospective client.

A youth is intent on descriptive material available to visitors among the tools, pots and pans in the Skil Corp., Burndy Corp. and General Foods sections of the show.





Jamaica gaining momentum; U.S. is now top trading partner

Eximbank loan, AID program bolster U.S. trade performance; Government's pro-business policies brighten investment picture

Jamaica expects 1964 to be a very good year, since the economic activity evidenced toward the end of 1963 is still gaining momentum.

Supporting this outlook is the continuing sound monetary and financial position, increased export earnings, expanded government spending on public works and other projects under the new Five Year Economic and Social Development Plan, and a variety of new projects in the private investment sector.

The industrial construction and housing fields probably will offer the main investment and business opportunities, and U.S. exports to Jamaica should continue their steadily upward trend, according to the U.S. Embassy in Kingston.

The overall rate of economic growth for 1963 probably was very little since the 4th quarter pickup came after a period of doldrums earlier in the year.

Almost entirely because of the unusually high world prices for Jamaica's main export crop, sugar, 1963 exports of $197.4 million represented an increase of more than 13% over 1961. Besides sugar, the other main export items (bauxite and alumina, bananas, beverages and tobacco and miscellaneous manufactures) showed very little change compared with 1962.

The U.S. share of Jamaican exports in 1963 was $66 million, or 33.5% of the total. Jamaican imports in 1963, valued at $226 million, rose by about 7% between 1961 and 1963, while purchases from the U.S. for the same period increased by 30.7% to $68.3 million. The U.S. share of the 1963 Jamaican import market stood at 30%.

New frontrunner

The most significant trend in Jamaica's foreign trade has been the replacement of the United Kingdom by the U.S. as Jamaica's major trading partner. Factors which contributed to the growth of the U.S. share include the $5 million loan by the Export-Import Bank last year for relending to small and medium-sized business firms wishing to buy U.S. equipment to establish, maintain or expand their facilities. The possibility of additional AID tied-loan assistance should ensure continued growth of U.S. sales.

From the viewpoint of individual U.S. exporters, opportunities for entering the Jamaican market vary. Some products have virtually no chance, either because of the preferential tariff, because the market is too small (1.7 million people), or, in a few instances, because of protection given to local firms.

Agents help

Where these factors are not decisive barriers, those firms have done best which have been the most energetic in finding and supporting good local representatives. An on-the-spot visit to Kingston and personal contact with prospective representatives is the best approach for U.S. firms seeking to enter the market.

The investment climate is much brighter as a result of the recent economic pickup and return of confidence stimulated by the Jamaican Government's pro-business policy since the island gained independence in August 1962.

The Jamaica Industrial Development Corporation (JIDC) received 27 applications in March from companies seeking approval under Jamaica's incentive laws—5 times the number received in an average month during the past 3 years.

Seven new industries, representing a total capital investment of about $6.4 million, either have been established under incentives legislation or are in the advance stages of preparation. This compares with the establishment of 10 new plants representing a capital investment of some $1.1 million throughout 1963. The largest recent investment has been the $18 million Esso Oil refinery completed last March.

The outlook for further industrial growth is modestly good, with a variety of undertakings underway or in the planning stages. These include plans for a $2.5 million steel foundry, and plants to produce asbestos cement pipe, razor blades, matches, drugs, barbed wire, bottle caps, containers, chemicals, asphalt, food products and telephone equipment.

The Jamaican Government recently announced it expects to spend about $179 million in 1964-65, of which $132 million will be for recurrent expenditures and $48 million for its economic development program. Overall goals call for a 5% annual growth in Gross Domestic Product for 1963-67, with a concurrent estimated increase in national income per capita from $368 to $413.

The main areas of government ex-

FACTORY FARM: The Jamaican Government's Industrial Development Corporation operates this 300-acre industrial estate at Kingston, where many U.S. firms produce goods for local and export markets.

penditure will be in construction (roads and bridges, housing, schools, drainage and irrigation projects and hospitals), in agriculture and in development of water supplies. Special emphasis is being placed on increasing local food production and creating efficient middle-size farms.

Construction probably will be the most active sector this year. In addition to the Government plans for spending on public works and housing, other areas of new construction probably will be in lower middle and middle income housing (about $4 to $11 thousand), factory building and $14 million for a new port in Kingston. These definite prospects of construction activity should bring increased demand for manufactures of building materials and equipment.

The main developments in the mining industry have been the Kaiser Bauxite Co.'s start on its $29 million 5-year expansion program and the first shipments by Alcoa's new operation. Exports of bauxite and alumina were valued at $82 million in 1963 (about 45% of total exports), slightly less than 1962. The U.S. will buy 800,000 tons of bauxite for stockpiling in 1964. This is in addition to the normal trade requirements of the mining companies.

Needs adjustment

Although there was slight improvement recently in the tourist industry, over the long run the industry must continue its efforts toward becoming more competitive in the mass tourism market.

In 1963, an estimated 133,000 tourists visited the island. This represents a 2.2% decline from 1962. Potentially, Jamaica tourism should have a bright future once it adjusts to current consumer demand.

Sugar production amounted to almost 478,000 long tons in 1963, 41,000 tons above the 1962 output. Exports represented 30% of total exports. The goal of the Government-supported crash production program is 600,000 tons by 1966, at which time it is expected international production quotas will be re-established.

Banana exports (almost 7% of total exports) in 1963 increased by 700,000 stems to 11.6 million stems, but f.o.b. value did not rise appreciably because of poor weather and increasing competition in the United Kingdom market.

Clouding the generally favorable picture in the Jamaican economy is the island's basic problem of widespread unemployment, which is currently estimated to be between 18 and 25% of the labor force. This problem is aggravated by the rapidly expanding population.

Oil boom comes to Dubai, largest of Trucial States

Prospects bleak a year ago; now ready to enter jet age

Dubai, one of the Trucial States on the south of the Persian Gulf, is undergoing a surge of economic growth. Credit is given oil prospects engendered by a recent concession to a U.S. oil company; the successful financial activities of the ruler, Shaykh Rashid; the acumen of Dubai businessmen, and the town's role as an entrepot for the other Trucial States.

A year ago the town of Dubai had no surfaced roads or modern buildings, had only a single bank and its traditional gold trade was dwindling. In general, prospects were poor.

Today the town has undergone a remarkable metamorphosis. Two new banks, including a branch of the First National City Bank, have been established. A high-rise, ultra-modern apartment building has gone up. A jet-age airport, now half-finished, will replace the sand-strip airfield.

A library and new municipal building are almost completed. A new bridge now spans a tidal creek and Dubai boasts 8 to 10 miles of macadam roads, the only paved roads in the Trucial State.

Dubai is quickly emerging from an era of reliance on rugged vehicles and U.S. sedans are becoming increasingly popular, particularly those models able to mount heavy sand tires.

The recent discovery of oil in neighboring Abu Dhabi has led to optimism that oil exploration being undertaken in Dubai will yield similar results. Furthermore, Shaykh Rashid has demonstrated his confidence in the economic prospects of his country by investing large sums in various projects. His example has encouraged other wealthy individuals to do the same.

Abu Dhabi's merchants depend on Dubai as a source of supply and credit because of its established commercial institutions. Even Dubai's gold trade, which was lagging a year ago, has recently become more active.

Dubai's population of approximately 60,000 makes it the most populous of the Trucial States. Abu Dhabi adds another 15,000. Although Dubai is a market of limited dimensions, the recent flow of capital from oil-rich Abu Dhabi; the possibility of finding oil locally, plus the low rate of import duty make it an inviting market for U.S. products such as food preparations, air conditioning equipment, and construction materials and equipment.

The boom in Dubai should continue.

India gets $90 million for imports of capital goods and spare parts

The International Development Association (IDA), an affiliate of the World Bank, has extended India a credit equivalent to $90 million to expand production in selected lines of capital goods.

The credit will assist companies manufacturing commercial vehicles, industrial machinery and construction equipment to import components and materials on a larger scale than has been possible because of the foreign exchange shortage.

The proceds of the IDA credit will be made available to the participating firms and agencies through the regular import licensing procedures of the Government of India.

About $75 million will finance imported components, materials and balancing equipment for factories producing trucks and buses, machine tools, cutting tools, heavy construction equipment, electrical equipment, such as switchgear, motors and transformers, and similar items of capital equipment.

The balance will finance imported equipment and spares for the construction industry.

The Government is taking measures to ensure the maintenance of adequate stocks of spare parts and to expedite their delivery. Authorized representatives of foreign parts manufacturers are expected to undertake primary responsibility for importing and stocking replacement parts and spares.

GEAR EQUIPMENT SOUGHT

Precision production engineering firm seeks licensing arrangement for the manufacture of gears and gear transmission equipment.

Write: A.R. Parsons & Co., Ltd., Fideliter Works, 275 High St., London Colney, St. Albans, Hertfordshire.

Sealed tenders requested for equipment needed for Beas Dam Project in India

Sealed tenders are invited in duplicate by Shri T. K. Kalia, Superintending Engineer, Procurement Circle, P.O. Talwara Township, Distt: Hoshiarpur, for equipment needed for the Beas Dam Project in India.

► Tender No. 589/Beas/PR/52728/D-14, AX single tube core barrel; due date June 29; (D/Eng/0131);

► Tender No. 596/Beas/PR/52711/W-324, 2 Nos. extra heavy duty hydraulic lifting jack, capacity 100 tons; due date July 13; (D/Eng/1037);

► Tender No. 604/Beas/PR/51227A/500, 3 Nos. D-8 caterpillar; due date July 23; (D/Eng/1041);

► Tender No. 606/Beas/PR/53764/W-/8359, 3 Nos. hydraulic jack, capacity 100 tons; due date August 12; (D/Eng/1042);

► Tender No. 607/Beas/PR/53751/D-131, 10,000 ft. AW drill rods with coupling 10-feet long of right hand square threads; due date July 15; (D/Eng/1043);

► Tender No. 610/Beas/PR/51133/P-57, 5 Nos. concrete pump, double cylinder, capable of pumping 60-65 cubic yards of concrete per hour; due date July 29; (D/Eng/1044);

► Tender No. 613/Beas/PR/5/236 & 5/237/P/Global, 6 Nos. triplex back fill tamper and 25 Nos. back fill rammers, air operated type, giving 400-500 blows per minute; due date July 29; (D/Eng/1047).

Tender documents are available from the India Supply Mission, 2536 Massachusetts Ave., NW. Washington, D.C. 20008. Each tender should be requested by the reference number shown in parenthesis.

Australia issues tender for TV's 3-year requirements

The Postmaster-General's Department of Australia has issued tender request No. Schedule C 9483, which covers the 3-year requirements for television line transmitting and receiving equipment.

Equipment offered should be capable of transmission over standard 0.375 inches coaxial cable, of monochrome signals of 625 lines, 50 fields, and 25 pictures per second. A band-width of 5 mc is required. Equipment capable of transmitting color TV signals will be given favorable consideration.

Tenders should be submitted by Oct. 22, the 3-year period to begin July 1, 1965, to the Controller Stores & Contracts, Postmaster-General's Dept., Commonwealth of Australia, 7th Floor, 114 Russell St., Melbourne, Victoria, Australia.

Copies of the bid documents and specifications are available to firms located in the U.S. on a loan basis from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, Telephone: 202 967-4036.

NATO tender in Germany issued for lighting and power supply

The Federal Republic of Germany has issued a NATO International Competitive tender for the supply of airfield lighting and power supply equipment.

U.S. firms certified to participate in NATO Infrastructure projects are invited to submit their applications on a specially designated form and a DM 60 (about $15) fee payable to the Germany executing agency before June 26. This form is available on request from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230.

The tender calls for about 900 lighting fixtures with foundations, 100 km. airfield and other cables, 4 standby power generators of 60 KVA, 1 sub-station of 250 KVA, 3 transformer stations of which 2 are 75 KVA and one 100 KVA, switching and control equipment, and 6 traffic lamps.

U.S. firms not already certified to participate in NATO should submit their resume to the Staff describing the firm's experience, a recent annual report, and one completed copy of the General Services Administration's standard form 129.

Saudi Arabia wants quick bids on language training laboratory; technical personnel needed

The Saudi Arabian Airlines Corp. has issued specifications for a proposed 24-position language training laboratory to be installed in Jidda. The laboratory will be complete with an instructors' console, equipped with 2 tape recorders and one turntable, and 24 student positions, 12 of which shall be equipped for listening and responding and 12 with dual-channel recorders.

Technical personnel are also required for laboratory maintenance for one year.

Interested firms should submit proposals as soon as possible to Romeih Suleiman Al-Romeih, Director General, Saudi Arabian Airlines Corp., Jidda.

Copies of the specifications are available to firms located in the U.S. on a loan basis from the Electronics Division BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, Telephone: 202 967-4036.

Tender documents available for hospital construction

The Department of Commerce has obtained the tender documents for various phases of construction of the hospital at Mosul, Iraq (see INTERNATIONAL COMMERCE, May 25, p. 23).

U.S. bidders for the plumbing, water supply, air conditioning, electrical works, elevators and lifts may review the tender documents in the Building Materials & Construction Industries Division, BDSA-306, Rm. 4012, Department of Commerce, Washington, D.C. 20230, Telephone: 202-WO 7-3601.

Turkey plans $7.1 million cement plant; will receive bids based on credit terms

The Turkish Cement Corp. invites bids for a new cement plant at Trabzon which is on the Black Sea Coast. The plant will have an annual production capacity of 300,000 tons. Estimated cost is $7,100,000.

Bid deadline has been set for Sept. 16 at 3 p.m.

The corporation will receive offers based on credit terms. Any proposal based on a joint venture where the foreign shares are represented by the value of machinery and equipment to be imported to Turkey will receive best consideration. Offers should be established on cash and/or letter of credit basis. Any extra request for credit terms or a joint venture proposal should be mentioned separately in full details. Delivery of machines and equipment is to start on May 1, 1965 and be completed by May 1, 1966.

Plans, specifications and other bidding information may be obtained from and tenders submitted to: The Turkish Cement Corp., Ataturk Bulvari No. 211, Kavaklidere, Ankara.

Copy of the specifications and a report on the projected Trabzon Cement Plant are available for review in the Building Materials & Construction Industries Division, BDSA-306, Rm. 4012, Department of Commerce, Washington, D.C. 20230, Telephone: 202-WO 7-3601.

Cigarette tipping material, chemicals needed by Korea

The Government of the Republic of Korea invites bids for 12,450 reels of cork color tipping material; 910 reels of white color tipping material; 9,000 kgs. citric acid; 2,380 kgs. perillartine; 12,760 kgs. polyvinyl chloride; and 7,430 kgs. dextrin.

Bids must reach the Office of Supply, Government of the Republic of Korea, Seoul, by 2 p.m. June 30, Korean Standard Time.

Copies of conditions and specifications are available on loan to firms in the U.S. from the Chemicals & Allied Products Division, Rm. 4409, BDSA, Department of Commerce, Washington, D.C. 20230, Telephone: 202-WO 7-3529.

Morocco seeks TV unit

The Radiodiffusion Television Marocaine, an agency of the Moroccan government, has issued specifications, No. SN 102T, calling for a mobile television unit, complete with auxiliary power and radio telephone link, equipped for channel 3, European standards.

Bid deadline is July 20.

Copies of the specifications in French are available to firms located in the U.S. on a loan basis from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce Washington, D.C. 20230, Telephone: 202 967-4036.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

149 Nonmetallic Minerals

PAKISTAN—Bitumen; worth Rs. 2 million. Orico, 97 Beadon Rd., Fazal Manzil, Lahore. WTD 5/14/64.

201 Meat Products

FRANCE—Canned meat, chicken; requests replies in French. Direct purchase and agency. S.P.A.D.—Societe Parisienne d'Achat & de Distribution (importer, dealer), 3 rue de Stockholm, Paris 8e.

Frozen meat, offals; importer, dealer requests replies in French. Direct purchase and agency. Volagel, 35 rue Berger, Paris 1er.

GREECE—Frozen meats, mainly beef, veal. Requests replies from shippers with price quotations. Parissis Stoyiannis & Co., 1 Menexe St., Thessaloniki.

203 Canning, Preserving Foods

FRANCE—Canned fruits, plain and in syrup; canned vegetables, plain; importer, dealer requests replies in French. Direct purchase and agency. S.P.A.D.—Societe Parisienne d'Achat & de Distribution, 3 rue de Stockholm, Paris 8e.

Frozen fish; shell-fish; importer, dealer requests replies in French. Direct purchase and agency. Volagel, 35 rue Berger, Paris 1er.

209 Food Preparations

FRANCE—Canned special food preparations, ready-cooked food; importer, dealer requests replies in French. Direct purchase and agency. S.P.A.D.—Societe Parisienne d'Achat & de Distribution, 3 rue de Stockholm, Paris 8e.

220 Textile Mill Products

HONG KONG—Curtain, upholstery materials, preferably close-outs, discontinued items. The Dragon Seed Co., Ltd. (department store), 37-30 Queen's Rd. Central, P.O. Box 79, Hong Kong. WTD 5/27/63.

221 Broad Woven Fabric Mills, Cotton

AUSTRIA—Cotton twill for manufacturing camping shirts, sanforized, blue, grey, khaki; about 40,000 yd. per year. H. Madjera & Co. (importer, wholesaler, commission merchant), Boerseplatz 3, Vienna I. WTD 1/20/64.

FRANCE—Cotton fabrics, cottonades. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

FRANCE—Silk fabrics, all kinds. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

223 Broad Woven Fabric Mills, Wool

GERMANY—Artificial sheepskin for lining leather outerwear; approx. 2,000 yd. monthly. H. Fisker (manufacturer), Am Bahnhof, Langenselbold/Hanau. WTD 6/1/64.

229 Textile Goods

NIGERIA—Textiles piece goods, all kinds. Desires quotations cif Lagos from manufacturers or exporters. A. R. Jamaleddine (importer, wholesaler, retailer), 123 Nnamdi Azikiwe St., P.O. Box 866, Lagos.

PAKISTAN—Sisal, manila ropes. Orico, 97 Beadon Rd., Fazal Manzil, Lahore. WTD 5/14/64.

230 Apparel

FRANCE—Ready-made clothes for men: coats, suits. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

UGANDA—Ready-made men's suits. W. E. Green Ltd. (retailer), Box 898, Kampala. WTD 4/21/64.

232 Men's, Youths', Boys' Furnishings

GIBRALTAR—Men's dress shirts. Direct purchase or agency. Pohoomull Brothers (Europe), 101-103 Main St. Cable: POHOOMULL. WTD 10/17/63.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Ready-made clothes for women: coats, dresses, suits. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

237 Fur Goods

GERMANY—Fur lining. Direct purchase and agency. H. Fisker Lederbekleidung, Am Bahnhof, Langenselbach/Hessen. WTD 6/1/64.

238 Apparel, Accessories

GERMANY—Raincoats made of nylon and/or plastic material. Hilmarop Import-Warenvertriebsgesellschaft mbH., Drostestrasse 7a, Hanover.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

242 Lumber

● **INDIA**—Crossties: 200,000 pc. for broad gauge, 5″x10″-9′; 100,000 pc. for metre gauge, 4½″x8″-6′; switch ties: 650,000 cu. ft., various species in extensive use. Tender No. W.VI/W.S-II, bid deadline July 15. Joint Director, Civil Engineering, Railway Board, Rail Bhavan, New Delhi-1. Tender documents and related forms obtainable for $2.10 from: India Supply Mission (Ref. D/ENQ/1049), 2526 Massachusetts Ave. NW., Washington, D.C. 20008. (Telephone: 202-WO 7-3359).

● **UNITED NATIONS**—Approx. 60,000 board ft. in sizes 1″ x 6″ to 4″ x 6″, lengths of 12, 14 and 16 ft. for delivery Port Said, United Arab Republic; softwood except minor quantity hardwood; No. 1 common grade, suitable for general construction and utility purposes; species to be specified by bidder; lumber to conform to grading rules of recognized inspection authority. Tender No. 4-21635R1, bid deadline July 10. Available from United Nations, Purchase & Transportation Division, Rm. 2152, New York, N.Y.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

● **UAR**—Plywood, exterior type, one side good, Douglas fir, lauan, or equal, 500 sheets, ½″, 600 sheets, ¼″, 4 x 8′, packed in export bundles not exceeding 1 ton each. Prices to be quoted per sheet, c&f Port Said; specify species. Invitation No. 4-21643, bid closing date July 14. Mr. E. R. Baker, Purchase & Transportation Division, Rm. 2152, United Nations, New York, N.Y., Telephone 212-PLaza 4-1234, Extension 152.

260 Paper Products

GERMANY—Kraft liners for corrugated cardboard industry; waste paper, particularly punched cards, newspapers, magazines. Direct purchase and agency. Maibaum & Bender, Inh. Gerhard Maibaum, 69 Heidelberg/Neckar, Von der Tann-Str. 12. WTD 4/23/62.

264 Converted Paper, Paperboard Products

FRANCE—Office, school supplies including blotting paper, writing and mimeograph paper, envelopes, pads, notebooks. Direct purchase and agency. Ets. Arpa (importer, wholesaler), 55 rue des Petites Ecuries, Paris 10e. WTD 12/12/63.

Office supplies, stationery, including blotting paper. Direct purchase and agency. Societe Nouvelle de Papeterie & Bimbloterie (importer, dealer, agent), 7 rue des Messageries, Paris 10e.

NETHERLANDS—Lithograph (butter paper). Kohistan Ltd., 114 McLeod Rd., Lahore. WTD 5/18/64.

SOUTH AFRICA—White, chrome coated paper, 012 m.m. thick in sheets not less than 7 x 12 ft., for production of picture post cards; paper must be of quality and firmness of sample, or better; sheets must be large enough to print on it simultaneously 18 post cards of the sample size. Initial order approx. $10,000; manufacturers' agent requests one sample sheet by airmail, price and agent's commission; wishes exclusive agency for South Africa. Sample of the type paper required and finished product are available on loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Mill Agents South Africa (Pty.) Ltd., P.O. Box 3161, Cape Town. WTD 6/14/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

266 Building Paper, Board Mills

GERMANY—Building insulation, maintenance materials for roofs and walls. Direct purchase and agency. Heinz Geckeler (wholesaler), Baustoff-Buero, 7 Stuttgart-Degerloch, Postfach 229. WTD 4/23/62.

281 Industrial Chemicals

FRANCE—Raw chemical products for plastic industry. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

MALAYSIA—Chlorophenicol. Importer wholesaler, retailer, exporter requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Specifications: Chlorophenicol suspension, 125 mg per 4 c.c., B.P. (British Pharmacopeia) quality; 80 oz. packs; sample of 50 c.c. requested. Direct or agency purchase. National Medical Hall, 144 Cross St., Singapore 1.

NETHERLANDS—Adipic acid; acetic acid glacial; acetone; phosphoric acid; sodium bichromate; ammonium phosphate; ammonium nitrate over 21%; ammonium nitrate mixtures, 21% and under; ammonium sulfate, coke oven byproduct; ammonium sulfate, except coke oven byproducts. Direct purchase and agency. Exclusive sales rights for the Benelux countries desired. The Trade Opportunities Staff, Box NETH-234, U.S. Department of Commerce, Washington, D.C., 20230.

PAKISTAN—Nickle, chrome plating materials. Peterson Pipe (manufacturers), College Rd., Sialkot. WTD 5/18/64.

282 Synthetic Materials

ENGLAND—Plastic raw materials, virgin or sub-standard, scrap. Agency and direct purchase. Anglo-Orient Manufacturing Co. Ltd. (importer, wholesaler), 209/210 Ulster Chambers, 168 Regent St., London, W.1. WTD 5/14/64.

FRANCE—Rayon, orlon, other synthetic fiber staple fabrics. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

NORWAY—Urea resins, other materials for manufacturing plastics, except phenolic resins. Elis A/S Elektrisk Insulasjon (importing wholesaler, manufacturer's agent), 32 Skippergate, Oslo. WTD 8/29/63.

Injection moulding powders, polyethylene, polypropylene. Direct purchase and agency. Requests replies from manufacturers only. Hans Poulsen & Son A/S (importing wholesaler, manufacturer's agent), 80 Trondheimsveien, Oslo 5. WTD 5/14/64.

283 Drugs

ETHIOPIA—Senna pods, 6 quintals; Senna leaves, 60 quintals; both needed for prompt availability. Almahabi Suleiman Obeid (importer, exporter, commission agent), P.O. Box 39, Massawa.

MALAYSIA—Dihydrostreptomycin and Streptomycin. Requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Specifications: Mixture solution, each 62.6 gm in 500 c.c., veterinary B.P. (British Pharmacopeia) quality, in sealed screw-cap bottles. Direct or agency purchase. National Medical Hall (importer, wholesaler, retailer, exporter), 144 Cross St., Singapore 1.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

ETHIOPIA—Assorted toilet waters, toilet preparations, cosmetics, soaps. Abdalla M. Hakimi, P.O. Box 1092, Addis Ababa.

285 Paints, Varnishes, Lacquers, Enamels

NIGERIA—Paints, varnishes, enamels, all kinds; painting supplies, accessories; inexpensive brands. Direct purchase and agency. Mascot I. Abali & Brothers (importer, wholesaler), P.O. Box 415, Port Harcourt. WTD 4/29/64.

287 Agricultural Chemicals

FRANCE—Fertilizers, other agricultural products. Direct purchase and agency. Essences & Carburants de France (importer, dealer), 25 rue d'Astorg, Paris 8e. WTD 10/9/62.

NETHERLANDS—Ammonium phosphate; ammonium nitrate over 21%; ammonium nitrate mixtures, 21% and under; ammonium sulfate, coke oven byproduct; ammonium sulfate, except coke oven byproducts. Direct purchase and agency. Exclusive sales rights for the Benelux countries desired. The Trade Opportunities Staff, Box NETH-233, Department of Commerce, Washington, D.C. 20230.

289 Chemical Products

● **BURMA**—Printing ink, 60,000 lb., tender No. 13 PCD. INK (3)/64, bid deadline June 30, 4 p.m. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3512).

PAKISTAN—Carbon for arc lamps. Kohistan Ltd., 114 McLeod Rd., Lahore. WTD 5/18/64.

Industrial ink, all types. Kohistan Ltd., 114 McLeod Rd., Lahore. WTD 5/18/64.

291 Petroleum Refining

FRANCE—Finished petroleum products. Essences & Carburants de France (importer, dealer), 25 rue d'Astorg, Paris 8e. WTD 10/9/62.

301 Tires, Inner Tubes

PAKISTAN—Tires, tubes, for automotive vehicles, aircraft, farm machinery, bicycles, wagons, carts. K. M. Engineering Agencies, 26 The Mall, Lahore. WTD 5/15/64.

306 Fabricated Rubber Products

JAPAN—Flexible traffic doors (rubber or plastic). Direct purchase and agency. Tokyo Door Engine Co. Ltd. (distributor), 9 Nishikubo Sakuragawa-cho, Minato-ku, Tokyo.

PAKISTAN—Belt for machinery, vee belts, fan belts, all sorts. Belt preservatives; belt fasteners, belt lacing. The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

307 Plastic Products

FRANCE—Plastic kitchenware. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

GERMANY—Vinyl floor covering. Direct purchase and agency. H. Fisker Lederbekleidung (importer, exporter, wholesaler), Am Bahnhof, Langenselbach/Hessen. WTD 6/1/64.

311 Leather Tanning, Finishing

GERMANY—Suede for clothing; nappa leather for leather goods; direct purchase and agency. H. Fisker Lederbekleidung (importer, exporter, wholesaler), Am Bahnhof, Langenselbach/Hessen. WTD 6/1/64.

327 Concrete, Gypsum, Plaster Products

GERMANY—Materials for floor, wall, ceiling coverings. Direct purchase and agency. Heinz Geckeler (wholesaler), Baustoff-Buero, 7 Stuttgart-Degerloch, Postfach 229. WTD 4/23/62.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

BRAZIL—Asbestos gaskets, all types, for industrial uses. Acessórios Rex Ltda. (importer, wholesaler, retailer), Avenida da Luz 530, São Paulo.

PAKISTAN—Asbestos manufacturers, fire bricks; emery sand, glass papers; valve grinding paste, compounds crucibles; grinding wheels, segments, abrasive grinding belts, emery powder, emery grain, emery cloth, emery paper, abrasive grain, barborandum powder. The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

Grinding wheels, all sorts; abrasives, emery paper, emery cloth. Peterson Pipe (manufacturers), College Rd., Sialkot. WTD 5/18/64.

Emery polishing cloth, paper. Athle Surgi Co., Old Post Office Rd., Sialkot City. WTD 5/18/64.

331 Steel Mill Products

● **BURMA**—Mild steel plates and sheets, approx. f.o.b. value £19,130. Tender No. 27/P-16/64 (General), bid deadline June 30. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363.)

COSTA RICA—Spherically-dished heads, stainless steel, per Spec., AISI-304 or equal, hot-rolled, pickled, heat treated, 12 of 3100 mm. dia. x 5 mm. thickness and 8 of 2600 mm. dia. x 4.8 mm. thickness; plate, stainless steel, AISI-304 or equal, hot-rolled, pickled, heat-treated, 60 of 4000 mm x 1000 mm. x 4 mm. thickness; 48 of 2100 mm. x 1100 mm. x 3.75 mm. thickness. Traversa Ltda. (manufacturer), PO. Box 3613, San José. WTD 4/26/62.

IRELAND—Stainless steel sheets, sections, angles, bars. Direct purchase and agency. Modern Plant, Ltd., Crumlin Rd., Dublin 12. WTD 4/30/64.

NEPAL—Builders' hardware—iron sheet, galvanized corrugated, 24 BWG, in 6′ to 10′ lengths up to 2,000 M/tons; steel rods, mild (KAK in different dia.), up to 1,000 M/tons; m.s. plates of various gauges up to 100 M/tons; angles up to 500 M/tons; plain sheet, galvanized, up to 200 M/tons and plain sheet, black ungalvanized, up to 200 M/tons. Quotations should be c.i.f. Calcutta. National Trading Ltd. (importer, exporter), Lal Durbar, P. Box 128, Kathmandu. WTD 7/24/63.

PAKISTAN—Steel sheets, bars, rounds, flats, blooms, billets, pig iron. K.M. Engineering Agencies, 26 The Mall, Lahore. WTD 5/15/64.

High speed alloy, carbon steel, barbed wire, plain wire steel balls, iron, steel scraps including defective cuttings, remelting scraps, pig iron; iron or steel rods, plates, girders, hoists. The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

Billets, pig iron, tin plates worth Rs. 1 million. Orico, 97 Beadon Rd., Fazal Bldg., Lahore. WTD 5/14/64.

Stainless steel sheets, bars, wire. Athle Surgi Co., Old Post Office Rd., Sialkot City. WTD 5/18/64.

Stainless steel sheets, bars, wire. Peterson Pipe (manufacturer), College Rd., Sialkot. WTD 5/18/64.

333 Primary Smelting, Refining of Nonferrous Metals

GERMANY—Semi-finished metal products such as copper sheets, copper tubes 12x10 mm, brass sheets, aluminum sheets; fittings of bronze castings. Direct purchase and agency. Hans Franke K.G. (wholesaler), 7 Stuttgart-Feuerbach, Heilbronner Strasse 311. WTD 4/23/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply of 3,300 lb. of nickel-silver strip containing 55% copper. Tender No. P/SR-5/10014-R/II, bid deadline July 2. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents are available at India Supply Mission (Ref. D/ENQ/1026) 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

IRELAND—Aluminum sections, angles, bars, sheets. Manufacturer's agency sought. Direct purchase and/or agency. Modern Plant, Ltd. (distributor), Crumlin Rd., Dublin 12. WTD 4/30/64.

PAKISTAN—Copper ingots, rods, sheets, tubes; brass ingots, rods, plates, tubes, aluminum circles, ingots, sheets, pig iron, lead ingots, zinc sheets; tin ingots, phosphorus bronze ingots, rods, soldiers gun metal, white metal (antifriction metal). The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

● **SUDAN**—Supply of 50,000 ft. of PVC insulated wire. Contract No. 183, bid deadline July 14. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

ENGLAND—Hand tools such as hammers, handsaws, pliers, do-it-yourself trade; hardware such as locks, bolts, shelf brackets; for do-it-yourself trade. Agency and direct purchase. Phillips Merchandising Co. Ltd., 171 Queen Victoria St., London, E.C.4. WTD 4/29/64.

GERMANY—Pneumatic industrial nailing machines, staplers for staples and nails of 4-60 mm length; glue applicators. Direct purchase and agency. Adolf Haefele (manufacturer, importer, exporter, wholesaler), 7270 Nagold/Schwarzwald, Freudenstaedter Strasse 70-74. WTD 4/23/62.

Hand tools for sheet metal processing, sanitary installation purposes. Robert Huber K.G. (importer, wholesaler), 7518 Bretten/Baden, Postfach 97. WTD 4/23/62.

NIGERIA—All kinds of hand tools, scissors, shears; chain, rope fittings. Direct purchase and agency. Mascot I. Abali & Brothers (importer, wholesaler), P.O. Box 415, Port Harcourt. WTD 4/29/64.

PAKISTAN—Iron and steel bolts, nuts, set screws, machine screws and studs, iron and steel rivets, wire nails, wire ropes, manila ropes, cotton ropes iron or steel wire netting, iron or steel washers, iron or steel chains, meshwire, iron, or steel wood screws of all sorts. The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

SOUTH AFRICA—Entrenching tools, cutlery sets, hatchets, knives, suitable for camping use; new or Government surplus. Direct purchase and agency. Gerry's Gun Shop (importer, retailer), P.O. Box 160, Umkomaas, Natal. WTD 5/13/64.

TRINIDAD, W.I.—Builders' finishing hardware such as locks, latches, lock and latch trim; butts, hinges; door closers, emergency devices; sash, screen, shelf, miscellaneous hardware; cabinet hardware; track, hangers, related items for industrial construction; cabinet locks, padlocks; rough hardware, such as bolts, nuts, screws, nails, spikes; hand tools, including hammers, saws, edge tools, files. Requests replies from manufacturers of builders hardware. Direct purchase and agency. Grell & Co., Ltd. (importer, wholesaler), 60 St. Vincent St., Port of Spain (P.O. Box 124). WTD 5/15/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Direct purchase and agency of water boilers, especially low pressure type. Replies requested from manufacturers only. N.V. Machine-Installatie D. Roos (importer, wholesaler, exporter, agent), Tromplaan 12, H.I. Ambacht. WTD 5/20/64.

344 Fabricated Structural Metal Products

FRANCE—Concrete reinforcing bars, fabricated. Direct purchase and agency. Union Européenne de Transactions—UNETRA (manufacturer, importer, agent), 30 rue N.D. des Victoires (head office) Paris 2e. mailing address: B.P. 281, Paris.

GERMANY—Prefabricated walls, ceilings. Direct purchase and agency; no intermediaries. Heinz Geckeler (wholesaler), Baustoff-Buero, 7 Stuttgart-Degerloch, Postfach 229. WTD 4/23/62.

346 Metal Stampings

● **IRAQ**—50 mm adapters: 120,000 press caps for 5 gal. drums; 120,000 over seals alum. 5 gal. drums; 120,000 liners 5 gal. drums ¾″ adapters and 2″ adapters: 132,000 ¾″ trisures 10-A.B.S.P. zinc alloy bungs with rubber washers assembly; 132,000 ¾″ tin plate tab-seals, printed GORA red design complete with flowed-in compound; 132,000 2″ trisures 10-A.S.S.P. zinc alloy bungs with rubber washers assembly; 132,000 2″ tin plate, tab-seals, printed GORA red design complete with flowed-in compound. Tender No. 23/64, bid deadline June 30. Terms and specifications available from Government Oil Refineries Administration, GORA, against payment of $2.80 (ID 1) per copy. GORA will send tender documents to U.S. free of postal charges. Bidding documents may be reviewed in Containers & Packaging Division, BDSA, Rm. 4015, Department of Commerce, Washington, D.C.

348 Fabricated Wire Products

FRANCE—Paper clips. Direct purchase and agency. Ets. Arpa (importer, wholesaler), 55 rue des Petites Ecuries, Paris 10e. WTD 12/12/63.

● **VIET-NAM**—Paper clips (Gem pattern) nickel plated, 25,000 boxes of 100, 32 mm long and 25,000 boxes of 100, 25 mm long; straight pins, 32 mm long, 50,000 boxes of 100 grams.

Samples and/or specifications required. Tender No. 1271-23054, bid deadline June 29. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4387).

351 Engines, Turbines

ISRAEL—Gasoline engines, over 750 r.p.m., except aircraft. Importer, wholesaler, agent requests prompt offers from first class manufacturers only including catalogs, price lists and technical data. Direct purchase and exclusive distributorship. Engineering Supplies Ltd., Citrus House, 22 Harakevet St., P.O. Box 45, Tel Aviv. Attn: Mr. Josef Werthammer, Managing Director. WTD 3/30/64.

352 Farm Machinery

ENGLAND—One 2-wheel walking garden tractor with sickle bar mower attachment. S. V. Field, (EM1/Various 3633C), Crown Agents, 4 Millbank, London, S.W. 1.

PAKISTAN—Agricultural equipment. K. M. Engineering Agencies, 26 The Mall, Lahore. WTD 5/15/64.

353 Construction Machinery

● **BURMA**—3 pneumatic loaders, shovel type, to be used on rails. Tender No. 242/60/Mach: 63-64), bid deadline July 7. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

Global tenders invited for supplying 82 light pneumatic picks together with 410 bits, spare parts estimated to cover 2-year requirement. Tender No. 232/59/Mach: (63-64), bid deadline July 2. The Revolutionary Government of the Union of Burma, People's Stores Corp., Machinery & Parts Division (7), St. Johns Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● Belt conveyers 500 mm. wide with troughing idling station; 3, 20-meters long, 2, 15-meters long. Tender No. 231/60/Mach: 1/(64), bid deadline July 3. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

CHILE—Building material grading and screening machinery, tractors, shovel loaders, dump trucks. Juan Manchon A. (contractor), José Luis Coo 273, Casilla 159, Puente Alto. WTD 4/10/64.

ECUADOR—Highway construction equipment; catalogs; cif Guayaquil. Direct purchase and agency. Distribuidora Nacional de Automotores "Dina" (importer), P.O. Box 2192, Quito. WTD 9/16/60.

FRANCE—Asphalt bituminous mixers and pavers & other road maintenance equipment. Direct purchase and agency. Piquard Frères & Durey-Sohy Réunis (manufacturer), 59 rue de la Voûte, Paris 12e.

GERMANY—Construction machinery, equipment. Direct purchase and agency. Hebag, Hessische Baugeraetegesellschaft mbH (wholesaler), 68 Mannheim/Baden, Frankenthaler Str. WTD 4/23/62.

● **GREECE**—6 snow plows, blower type, self-propelled on wheels or tracks. Tender No. B/368/64, bid deadline Aug. 4. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Global invitation for one self-propelled 20-ton capacity hoist-derrick equipped with draw works, crown block, attachments, designed primarily for installing and removing deep water well pumps. Tender No. SR6/390-P/11, bid deadline July 8. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $2.10 each from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref: D/ENQ/1051.

ISRAEL—All types of industrial transportation and material handling equipment. New developments and products of advanced design are of special interest. Complete line of construction machinery and equipment such as road building machinery, excavating equipment; machinery and equipment for the building industry including mixers, cranes and related items. Importer, wholesaler, agent requests prompt offers from first class manufacturers only, including catalogs, price lists and technical data. Direct purchase and exclusive distributorship. Engineering Supplies Ltd., Citrus House, 22 Harakevet Street, P.O. Box 45, Tel Aviv, Attn: Mr. Josef Werthammer, Managing Director. WTD 3/30/64.

354 Metalworking Machinery

● **BURMA**—Shaping machine, 18″ stroke, 16-100 stroke per minute, 0.04″-0.1″ down feed per cut; cylinder boring machine capable of boring and honing cylinders of 2″-5″ dia., hack saw machine suitable for cutting steel bars up to 9″ square and 9″ dia. Tender No. 243/64/Mach:1(64), bid deadline July 3. People's Stores Corp., Machinery & Parts Division, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

ENGLAND—Machine tools, equipment of type used in association with resistance welding plant. Direct purchase and agency. Sciaky Electric Welding Machines Ltd. (manufacturer, exporter), Falmouth Rd., Trading Estate, Slough, Buckinghamshire. WTD 5/26/64.

GERMANY—Precision machine tools. Direct purchase and agency. Steidinger Lubac (importer, wholesaler, sales agent), 7742 St. Georgen/Schwarzwald, Hans Thomastrasse 5. WTD 4/23/62.

● **INDIA**—Transfer moulding presses 1-50 ton, 1-100 ton; vertical top pressure design with automatic bottom ejector of moulding hydraulically operated. Tender No. SWP-8/1100 2-R/1, bid deadline July 22. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $2.10 each from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1057.

ISRAEL—Complete line of pneumatic industrial tools including advanced designs and novelties in this field. Automotive maintenance eqipment (garage equipment), including automotive pneumatic tools. Newly developed products, advanced designs or patents are of special interest. One guillotine, capacity 2,500 millimeters cutting length, 10 mm plate thickness; one bending machine, capacity 3,000 mm cutting length, 10 mm plate thickness. Also new types of machine tools and sheet metalworking machinery which have recently been developed including inventions. Importer, wholesaler, agent requests prompt offers including catalogs, price lists and technical data from first class manufacturers only. Direct purchase and exclusive distributorship. Engineering Supplies Ltd., Citrus House, 22 Harakevet St., P.O. Box 45, Tel Aviv, Attn: Mr. Josef Werthammer, Managing Director. WTD 3/30/64.

PAKISTAN—All types of metalworking tools and workshop equipment, machine tools, accessories, small hand tools, wood working hand tools; electric portable tools, all sorts. The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

Electric hand tools. K. M. Engineering Agencies, 26 The Mall, Lahore. WTD 5/15/64.

SOUTH AFRICA—Second hand steel rolling mill, suitable for ingots weighing approx. 600 lb. each, measuring approx. 6″ x 6″ to manufacture rounds and squares, ⅜″-2½″; flats and angles, 1″-2½″; complete but without electrical equipment (such as starters, motors). Must be in guaranteed working condition. Full set of engineering drawings essential. Indicate price, fob U.S. port, including packing. State payment terms. Give total weight of shipment. Dr. W. Zylinski, P.O. Box 6832, Johannesburg.

THAILAND—Complete automatic milk-can making machine; size of can: 74 mm x 74 mm containing 13 oz. net or 368 grams of skim and sweetened condensed milk. 74 mm x 78 mm containing 14 oz. net or 397 grams of full cream condensed milk. 74 mm x 96 mm containing 14½ oz. net or 410 grams of full cream unsweetened evaporated milk. Capacity about 6,000 pc. per hour. The Boonyaratana Co. Ltd., 103-128 Trai Mitr Rd., Bangkok. WTD 3/18/64.

355 Special Industry Machinery

AUSTRALIA—Fruit and vegetable packaging machinery. A supplier who can and is willing to provide complete design for a plant which can accommodate machinery capable of packaging 200 tons of potatoes, 50 tons of onions, 500 bushels of apples, 1,000 bushels of tomatoes, 500 bushels of oranges, 100 bushels of pears, 250 bunches of bananas a week to include suitable and adequate storage, refrigeration, delivery facilities. Direct purchase and agency. Packing Machines Pty. Ltd., 381 Pitt St., Sydney.

CHAD—Portable, motor-driven brick-making machine to fabricate construction blocks, bricks made from laterite, other clays, locally obtainable. Size of bricks 3 to 6 holes each, 15x20x33 or 40 cms or 7.5x20x33 or 40 cms. Building contractor requests replies in French. M. Joseph Carmeille, Directuer, Cooperative Nationale des Ouvriers du Bâtiment, B.P. 202, Fort Lamy.

FRANCE—Concrete block making machines, accessories. Direct purchase and agency. Union Européenne de Transactions—UNETRA (manufacturer, importer, agent), 30 rue N.D. des Victoires (head office), Paris 2e.

NORWAY—Vulcanizing equipment for automobile tire repairs. Direct purchase and agency. Requests replies from manufacturers only. Gummi A/S K. Lund & Co., Attn: Mr. Birger Vollan, 3 Reviersredet, Oslo. WTD 4/30/64.

Machines for injection moulding and extruding of plastics. Direct purchase and agency. Hans Poulsen & Son A/S (importing wholesaler, manufacturer's agent), 80 Trondheimsveien, Oslo. WTD 5/14/64.

PAKISTAN—Plate making machinery for offset printing. Kohistan Ltd., 114 McLeod Rd., Lahore. WTD 5/18/64.

Packing—engine and boiler, ginning machines, parts; plumbago and graphite powder, chain pulley blocks, jacks. The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

UAR—Machinery for cutting, rolling, winding adhesive tapes of different dimensions; perforating and packing machines for back plasters; machinery for manufacturing and

packing adhesive tape with medicated gauze pads. Requests quotations and catalogs from manufacturers. Adhesive Plaster Factory (manufacturer), P.O. Box 1633, Rue Canal El Mahmoudieh, Siouf, Alexandria. WTD 5/26/64.

356 General Industrial Machinery

ISRAEL—Complete line of hydraulic pneumatic industrial equipment; also screw and rotary compressors.

Electrostatic spraying equipment, full line. Importer, wholesaler, agent requests prompt offers from manufacturers only including catalogs, price lists and technical data. Direct purchase and exclusive distributorship. Engineering Supplies Ltd., Citrus House, 22 Harakevet Street, P.O. Box 45, Tel Aviv, Attn: Mr. Josef Werthammer, Managing Director. WTD 3/30/64.

357 Office, Computing, Accounting Machines

● **CHILE**—Typewriters, 1200; interchangeable carriages, 100; calculating and adding machines, 850. Tender No. 118, bid deadline July 23. Bidder(s) must be legally represented in Chile; correspondence preferred in Spanish. Direccion de Aprovisionamiento del Estado (Depto. de Adquisiciones), Amunategui 66, 2nd floor, Santiago de Chile. Tender and specifications are in Spanish.★ (Telephone: 202-WO 7-4379).

FRANCE—Small office apparatus, supplies including stapling machines, staples. Societe Nouvelle de Papeterie & Bimbloterie (importer, dealer, agent), 7 rue des Messageries, Paris 10e.

Office, school supplies including stapling machines, scales, typewriters, staples. Direct purchase and agency. Ets. Arpa (importer, dealer), 55 rue des Petites Ecuries, Paris 10e. WTD 12/12/62.

THAILAND—Stapling machines, staples; adjustable pencil sharpeners. Direct purchase and agency. Bombay Stationery Ltd. Partnership (importer, wholesaler), 1104 New Rd., Bangkok. WTD 12/12/63.

358 Service Industry Machines

NETHERLANDS—Commercial laundry equipment, especially fully-automatic, coin-operated types, related products. Requests replies from manufacturers only. Direct purchase and agency. N. V. Machine-Installatie D. Roos (importer, wholesaler, exporter, agent), Tromplaan 12, H. I. Ambacht. WTD 5/20/64.

361 Electrical Transmission, Distribution Equipment

● **BURMA**—100 units, high tension transformers, primary side 220 v. 50 cycles, capacity 450 v.a., secondary side 15,000 v., 30 multi-amps; 3,000 pc., electrodes, D 4 C type without ceramic collar, 15 mm. dia x 2⅝" length, shell size, ⅜x1 5/16", current capacity 30 multi-amps. Tender No. 23/P-16/64, bid deadline June 30. People's Stores Corp., Industrial Raw Materials Division, No. 400/408, Merchant St., Rangoon.★ (Telephone: 202-WO 7-4242).

● **INDIA**—Supply of No. 11 K.V. line testers; No. AVO meter model No. 8. Tender No. 615 Global/E-322, bid deadline July 24. Superintending Engineer, Procurement Circle, P.O. Talwara Township Distt., Hoshiarpur. Terms and specifications may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, Ref: D-Eng/1048.

IRELAND—Electrical instruments, ammeters, voltmeters, ohmeters. Direct purchase and agency. Modern Plant, Ltd., Crumlin Rd., Dublin. WTD 4/30/64.

● **NEW ZEALAND**—One 20 MVA, 110/11kv T.C.O.L. transformer bank and spare unit. Tender No. 440, bid deadline July 21. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

NORWAY—Testing instruments for automotive repair workshops, service stations; importing wholesaler, manufacturer's agent requests replies from manufacturers only. O. Sorensen A/S, 34 Mollergaten, Oslo. WTD 5/13/64.

362 Electrical Industrial Apparatus

IRELAND—Electrical equipment such as timers, time-delays, mercury switches. Manufacturer's agency sought. Direct purchase and agency. Modern Plant, Ltd., Crumlin Road, Dublin. WTD 4/30/64.

ISRAEL—Generator sets, diesel-engine driven; generator sets, dual fuel-engine driven; generator sets, gasoline-engine driven; generators, alternating current, under 2,000 kilowatts; generators, a.c.-d.c., under 1 kilowatt; welder accessories, resistance; arc welding positioners. Importer, wholesaler, agent requests prompt offers from first class manufacturers only, including catalogs, price lists and technical data. Direct purchase and exclusive distributorship. Engineering Supplies Ltd., Citrus House, 22 Harakevet Street, P.O. Box 45, Tel Aviv, Attn: Mr. Josef Werthammer, Managing Director. WTD 3/30/64.

JAPAN—Electrical spot-welding machine to be used for automated sash door welding, particularly those for welding 4 sash door corners simultaneously. Kohei Sanuki, Managing Director, Shinso Kogyo Co., Ltd. (Shinso Kogyo K.K.), Yaesudori Bldg., 8 Nihonbashi Tori 3-chome, Chuo-ku, Tokyo. WTD 5/4/64.

● **TURKEY**—12 capstan electromotors, 220/380 v., 50 cycles, 12 kw, 1,000 r.p.m., marine type; 2 windlass electromotors, 220/380 v., 50 cycles, 7 kw, 1,000 r.p.m., marine type. Tender No. 3001-543, bid deadline July 2. Material Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-4242).

363 Household Appliances

FRANCE—Household electrical appliances: washing and drying machines, ironers, fans, razors, vacuum cleaners, sewing machines, water heaters, and all appliances except stoves and refrigerators. Direct purchase and agency. Unigen (importer, wholesaler), 29 cité d'Antin, Paris 9e. WTD 10/10/62.

GERMANY—Electrical household appliances, all types except fans. Alfred Paul K.G, Elektro-Hausgeraete, Esslingen-Zell a. Neckar. WTD 1/18/64.

MALAYSIA—Washing machines, fans, cookers, food mixers. Importer/wholesaler requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Sandilands Buttery & Co. Ltd., P.O. Box 541, Singapore 1. WTD 5/8/62.

364 Electric Lighting, Wiring Equipment

ENGLAND—Electric filament lamps, all types, B.C. and E.S. J. F. Poynter Ltd., Maxim Lamp Works (manufacturer, exporter), Cuckfield Rd., Hurstpierpoint, Hassocks, Sussex. WTD 5/25/64.

NORWAY—Electrical insulation materials, flexible and rigid, especially Class H. Elis A/S Elektrisk Insulasjon (importing wholesaler), 32 Skippergate, Oslo. WTD 8/29/63.

SOUTH AFRICA—Lightweight electric generating equipment, portable electric lamps and storm lanterns, suitable for camping use; new or Government surplus. Direct purchase and agency. Gerry's Gun Shop (importer, retailer), P.O. Box 160, Umkomaas, Natal. WTD 5/13/64.

365 Radio, Television Receiving Sets

NORWAY—Coin-operated juke boxes. Direct purchase and agency. Aage Thoen & Co. (importing distributor, manufacturer's agent), 8 Stenersgate, Oslo. WTD 4/13/64.

366 Communication Equipment

FRANCE—Traffic and road signs, electrical. Direct purchase and agency. Union Européenne de Transactions—UNETRA (manufacturer, importer, agent), 30 rue N.D. Des Victoires (head Office) Paris 2e. Mailing address: B.P. 281, Paris.

Electric street traffic signals. Direct purchase and agency. Piquard Frères & Durey-Sohy Réunis (manufacturer), 59 rue de la Voûte, Paris 12e.

● **PAKISTAN**—Supply of 2 pulse echo fault locators, 1 portable fault locator, 3 electronic fault locators, 1 diesel engine alternator, 6 universal bridges, cable pressurization equipment. Tender No. 13-5/63/558, bid deadline June 29. Purchase Coordinating Officer, Directorate General of Telegraph & Telephone, Government Offices, Block No. 48-A, Shahrak Iraq, Karachi.★ (Telephone: 202-WO 7-4822).

367 Electronic Components, Accessories

ENGLAND—Light industrial, aeronautical, electronic products. Direct purchase and agency. Aeronautical & Commercial Instrumentation Ltd., 1 Alexander St., Chesham, Bucks. WTD 5/6/64.

GERMANY—Accessories for data processing equipment, magnetic tapes, punching cards, endless forms, punch correction seals, for IBM, Remington-Rand and Micro-film processing methods. Direct purchase and agency. Hans Rebsam (importer, wholesaler), 792 Heidenheim/Brenz, Albstrasse 26. WTD 4/23/62.

369 Electric Machinery, Equipment, Supplies

● **IRAQ**—Supply and installation of blackout equipment for operation theatre and X-ray department of the New Port hospital, Margil. Tender No. 66/64, bid deadline July 2. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

BELGIUM—All accessories and parts for touring cars and car bodies. Van Hool & Zonen, P.V.B.A. (importer, wholesaler, exporter), 61 Misstraat, Koningshooikt. WTD 5/27/64.

CHILE—Automobile parts. Carlos E. Arcay A. (importer, retailer), Diez de Julio 902, Santiago. WTD 5/13/64.

GERMANY—Automotive accessories, only newly developed items. Arno Fitterer & Sohn,

7572 Steinbach/Baden, Roemerstrasse 22. WTD 4/23/62.

NETHERLANDS—Direct purchase and agency of automobile replacement parts, accessories. Replies requested from manufacturers only. "ENRF" Sunfield Products Co. (importer, wholesaler, exporter, agent), Goudsesingel 21-23, Rotterdam. WTD 5/26/64.

NORWAY—Equipment for automotive service and repair shops, such as compressors, single post, other lifts and jacks, grease guns. Direct purchase and agency. Importing wholesaler, manufacturer's agent requests replies from manufacturers only. O. Sorensen A/S, 34 Mollergaten, Oslo. WTD 5/13/64.

PAKISTAN—Trucks, all types; auto parts,, accessories, all kinds; K. M. Engineering Agencies, 26 The Mall, Lahore. WTD 5/15/64.

373 Ship Building, Repairing

COLOMBIA—Two used tankers which have not been previously used to transport cement or grain. First ship would be paid for in cash with the second requiring terms of not more than 2 years for payment. Purchaser will inspect ships in the U.S.; tankers should be diesel powered, max. draft of 14', 15,000 to 30,000 barrels capacity. Requests replies in Spanish. Information and blueprints should be forwarded to: Julio Vergara Mendez, Aptdo. Postal 399, Barranquilla.

FRANCE—Tug-boats, 4 to 5 meters, civilian type. Societe Euroboat (importer, dealer), 15 bis rue de Marignan, Paris 8e. WTD 8/7/63.

374 Railroad Equipment

PAKISTAN—Diesel engines, freight passenger cars, rail tracks, railway equipment. K.M. Engineering Agencies, 26 The Mall, Lahore. WTD 5/15/64.

381 Engineering, Laboratory, Scientific, Research Instruments

BRAZIL—Fine surveying instruments for land measurement. Casa Fretin S.A. Indústria e Comércio (manufacturer, importer, retailer), Rua São Bento 176, São Paulo.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BRAZIL—Temperature measuring instruments for industries. Acessórios Rex Ltda. (importer, wholesaler, retailer), Ave. da Luz 530, São Paulo.

● **BURMA**—Fuel injection pump testing equipment 200-600 rpm. complete with calibrated measuring glasses for 8 cylinders; automatic trip mechanism to cut off fuel at every 200 strokes, graduated disc for phasing, c/w gravity feed fuel tank, pressure gauge and pipings. Tender No. 63/Mach:(63-64), bid deadline July 3. The Revolutionary Government of the Union of Burma, People's Store Corp., Machinery & Parts Division (7), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

GERMANY—Precision measuring and controlling instruments, electric, non-electric, particularly specialties. Direct purchase and agency. Steidinger Lubac, 7742 St. Georgen/Schwarzwald, Hans Thomastrasse 5. WTD 4/23/62.

Testers, indicating and measuring instruments (temperature, pressure, speed, liquid, flow). Direct purchase and agency. Moto Meter Hermann Schlaich (manufacturer, exporter, importer), Stuttgart-N., Heilbronner Strasse 67-75. WTD 5/12/64.

IRELAND—Flow recording equipment; flow meters. Interested in receiving offers from manufacturers. Stainless steel milk flow meters, 2" and 2½" and 3". Direct purchase of large quantities. Modern Plant Ltd., Crumlin Rd., Dublin 12. WTD 4/30/64.

PAKISTAN—Measuring scales, precision measuring instruments; screw gauges, calipers, verniers and projectors; square and angle gauges; speedometers; tachometers; surface gauges, spirit levels, measuring tapes; pressure gauges of all types. The Punjab Hardware & Machine Tool Ltd., 97 Railway Rd., Lahore. WTD 5/15/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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384 Surgical, Medical, Dental Instruments

BRAZIL—Hospital equipment, supplies; surgical instruments; optical goods; orthopedy apparatus. Casa Fretin S.A. Indústria e Comércio (manufacturer, importer, retailer), Rua São Bento 176, São Paulo.

FRANCE—Dental products including gypsum products, impression materials, plasters, stones, teeth porcelain, teeth resinous, waxes; importer, wholesaler requests replies in French. Import Dentaire, 83 Bld. de Sébastopol, Paris 2e.

Dental products including gypsum products, impression materials, plasters, stones, teeth porcelain, teeth resinous, waxes. Pordentex (importer, agent), 12 rue de la Victoire, Paris.

GREECE—Complete deep sea diving equipment including divers' suit for underwater operations at depths of 40 to 60 fathoms; manufacturers' exclusive representative and importer requests replies directly from manufacturers. Direct purchase and agency. Androutsos Bros. & Co., 21 Platia Omonias, P.O. Box 448, Athens. WTD 5/8/64.

386 Photographic Equipment

FRANCE—Bulbs for photographic magnesium flash. Eska (agent), 36 Ave. de la Bourdonnais, Paris 7e. WTD 9/9/63.

NORWAY—Dry copying machines for offices, electrostatic or infrared systems. Direct purchase and agency. Requests replies from manufacturers only. Magne Ore A/S (importing distributor), 25 Parkveien, Oslo. WTD 11/8/61.

PAKISTAN—Film, chemicals for photographic industries. Kohistan Ltd., 114 McLeod Rd., Lahore. WTD 5/18/64.

● **URUGUAY**—Film, still picture, color, pack, orthocromatic, 6x9 cms., 4,000 dozen, packed in containers of no more than 2 dozen each. Tender No. Ast. 2137/64-W. 210 Carp. 1-Ast. 115/64 Adm., bid deadline July 6. Corte Electoral, Officina Nacional Electoral, Secretaria, Seccion Proveeduria, Calle Ituzaingo 1467, Planta Baja, Montevideo.★ (Telephone: 202-WO 7-2778).

394 Toys, Amusement, Sporting Goods

FRANCE—Toys including rubber toys; mechanical, plastic, stuffed animal. Marcosports (importer, dealer, agent), 10 Rue Claude Guy, Ivry-sur-Seine (Seine).

NETHERLANDS—Direct purchase and agency of all types of toys, especially educational and small sized; fob Atlantic seaports only, catalogues. Requests replies from manufacturers only. Direct purchase and agency. W. A. Bary N.V. (importer, exporter, wholesaler, agent), Emmakade 64 or P.O. Box 15, Leeuwarden.

SOUTH AFRICA—Camping equipment; tents, sleeping bags, haversacks, ponchos, water bottles; new or Government surplus. Direct purchase and agency. Gerry's Gun Shop (importer, retailer), P.O. Box 160, Umkomaas, Nata. WTD 5/13/64.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Office, school supplies including carbon paper. Direct purchase and agency. Ets. Arpa (importer, wholesaler), 55 Rue des Petites Ecuries, Paris 10e. WTD 12/12/63.

THAILAND—Water colors, fluorescent-type colors, also colored paper. Direct purchase and agency. Bombay Stationery Ltd., Partnership, 1104 New Rd., Bangkok. WTD 12/12/63.

396 Costume Jewelry, Novelties, Buttons, Notions

THAILAND—Hair ornaments, hair clips, similar lines; plastic or metal; approx. order $1,000 per shipment. Praditsmai (importer, wholesaler, retailer), 47-49 Burapha Rd., P.O. Box 1996, Bangkok.

399 Manufacturing Industries

FRANCE—Amusement machines, automatic, coin-operated, new or second-hand (rebuilt), preferably juke-boxes, pin-ball machines ("flippers"), bell-type machines and skill-games, strength-testing devices, related equipment suitable for sale in France. Agency for France or section thereof, and, eventually, direct purchase as jobbers or distributors. Requests replies from manufacturers only. France Robot Matic (dealer), 24 Blvd. Carnot, Toulouse, Haute-Garonne.

Traffic and road signs, nonelectric. Direct purchase and agency. Union Européenne de Transactions—UNETRA, 30 Rue N.D. des Victoires (head office), Paris 2e. Mailing address: B.P. 281, Paris.

Nonelectric street, road, highway markers, signs. Direct purchase and agency. Piquard Frères & Durey-Sohy Réunis (manufacturer), 59 Rue de la Voûte, Paris 12e.

Fancy, toilet articles; jewelry cases; ornament articles for women's dress; wigs, toupees. Direct purchase and agency. G. Lerevenu (manufacturer), 19 Rue des Quinconces, Rosny-sous-Bois (Seine). WTD 1/18/63.

GERMANY—Imitation ocelot. Direct purchase and agency. H. Fisker Lederbekleidung (importer, exporter, wholesaler, manufacturer), Am Bahnhof, Langenselbach/Hessen. WTD 6/1/64.

THAILAND—Bathroom accessories, chenille, other appropriate type materials; commode cover, matching rug; matching laundry hamper, waste basket. Latest lines, illustrated booklets requested. S & C Super Market Ltd. Partnership, 139/5 Gaysorn Rd., Bangkok.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

FRANCE—Canned, frozen meat. Agent requests replies in French. Societe Auxiliaire du Commerce & de L'Industrie par le Courtage et la Commission—(SACICC), 7 rue d'Aboukir, Paris 2e.

203 Canning, Preserving Foods

FRANCE—Canned fruit, vegetables, fish; frozen fruit, vegetables, fish; dried fruit, vegetables; canned fruit juice. Agent requests replies in French. Societe Auviliaire du Commerce & de L'Industrie par le Courtage et La Commission (SACICC), 7 rue d'Aboukir, Paris 2e.

SOUTH AFRICA—All kinds of canned foodstuffs; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

204 Grain Mill Products

SOUTH AFRICA—Pre-cooked rice; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

207 Confectionery

SOUTH AFRICA—All kinds of confectionery products; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

209 Food Preparations

FRANCE—Honey. Agent requests replies in French. Societe Auxiliaire du Commerce & de L'Industrie par le Courtage et la Commission (SACICC), 7 rue d'Aboukir, Paris 2e.

SOUTH AFRICA—Salad dressings, bottled sauces, allied lines; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

220 Textile Mill Products

NEW ZEALAND—Tea towels, terry towels, toweling in roll form; printed plastic fabrics for curtains, 36 and 72 in. widths; shirting for casual wear; suiting materials in wools, woolen silks, synthetics; polished poplin; printed and plain waterproof fabrics for jackets, coats; newly developed foam rubber fabrics for rainwear; textiles generally for men's and women's outerwear. G. R. Hosking, General Mgr., Richard Seddon Ltd. (importer, exporter, wholesaler), Patterson's Bldg., 29 Chancery St., or P.O. Box 511, Auckland, C.1 WTD 8/16/62.

228 Yarn, Thread Mills, Products

FRANCE—Nylon froth thread, stretch yarn false twist, deniers 1/20 to 2/100; special twist for weaving. Louis Aufrere (importing agent), 30 rue du Chateau, Neuilly (Seine).

NETHERLANDS—Yarns, raw materials used in textile fabricating industry, especially continuous nylon, polyester filaments, elastomeer (non-rubber elastic) yarns. Albert Beijers N.V. (exporter, importer, sales agent), 45 Gasthuisring, or P.O. Box 265, Tilburg. WTD 5/26/64.

230 Apparel

SOUTH AFRICA—Men's, women's, children's ready-to-wear apparel; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

232 Men's, Youths', Boys' Furnishings

SOUTH AFRICA—Men's, juveniles' underwear; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

234 Women's, Misses', Children's Under Garments

SOUTH AFRICA—Women's, girls' underwear; requests replies from manufacturers only. Northern Cape Factory Representatives (manufactures' agent), P.O. Box 229, Kimberley, C.P.

239 Fabricated Textile Products

SOUTH AFRICA—Piece goods fabrics for men's and women's outer- and underwear; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Wood particle panels for building, decoration. Exclusive agency. Michel Beau (agent), 7 Hameau de Boulainvilliers, Paris 16e.

249 Wood Products

FRANCE—Floor, wall cork coatings for building, decoration. Exclusive agency. Michel Beau (agent), 7 Hameau de Boulainvilliers, Paris 16e.

251 Household Furniture

SOUTH AFRICA—Metal, hardwood household furniture; requests replies from manufacturers only. Northern Cape Factory Representatives (manufactures' agent), P.O. Box 229, Kimberley, C.P.

273 Books

NEW ZEALAND—Children's books, all kinds. West End Bookshop Ltd. (importer, retailer, wholesaler, dealer), P.O. Box 451, Rotorua, Attn: R. W. Alding, Managing Director. WTD 1/15/64.

285 Paints, Varnishes, Lacquers, Enamels

FRANCE—Paints, varnishes for decoration, building works. Exclusive agency. Michel Beau (agent), 7 Hameau de Boulainvilliers, Paris 16e.

SOUTH AFRICA—Paints; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

289 Chemical Products

SOUTH AFRICA—Builders' adhesives for wall, floor tiles; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

306 Fabricated Rubber Products

FRANCE—Floor, wall rubber coatings for building, decoration. Exclusive agency. Michel Beau (agent), 7 Hameau de Boulainvilliers, Paris 16e.

307 Plastic Products

FRANCE—Plastic coatings for walls, floors. Exclusive agency. Michel Beau (agent), 7 Hameau de Boulainvilliers, Paris 16e.

328 Cut Stone Products

AUSTRALIA—Synthetic marble in slabs, tiles. Keith Henry & Co. Pty. Ltd. (import agent), 181 Clarence St., Sydney, N.S.W., Attn: Mr. Anderson.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

FRANCE—Floor, wall vinyl coatings for building, decoration. Exclusive agency. Michel Beau (agent), 7 Hameau de Boulainvilliers, Paris 16e.

365 Radio, Television Receiving Sets

SOUTH AFRICA—Household, portable radio receivers, phonographs, recorders; requests replies from manufacturers only. Northern Cape Factory Representatives (manufacturers' agent), P.O. Box 229, Kimberley, C.P.

371 Motor Vehicles, Motor Vehicle Equipment

SOUTH AFRICA—Automotive spare parts, accessories, all kinds. S.A. Shewell & Co. (manufacturers' representative), P.O. Box 1609, Durban. WTD 5/21/64.

381 Engineering, Laboratory, Scientific, Research Instruments

NEW ZEALAND—Meteorological instruments, all kinds. John Chambers & Son Ltd. (engineer, importer, wholesaler), P.O. Box 491, Wellington, Attn: J. F. Hall, Branch Engineer. WTD 7/23/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NEW ZEALAND—Combustion control instruments, particularly carbon dioxide recorders; hydraulic, pneumatic and electronic instruments of all types particularly for control and recording of pressure, temperature, flow, depth, sequence. John Chambers & Son Ltd. (engineer, importer, wholesaler), P.O. Box 491, Wellington, Attn: J. F. Hall, Branch Engineer. WTD 7/23/63.

384 Surgical, Medical, Dental Instruments

FRANCE—Gypsum products, impression materials, plasters, stones, teeth porcelain, teeth resinous, waxes, other dental products. Whole-

saler, retailer requests replies in French. Ets. Chaupit, 39 rue de Chateaudun, Paris 9e.

399 Manufacturing Industries

FRANCE—Hard surface floor, wall covering: sheet rug, linoleum for home decoration; exclusive agency. Michel Beau (agent), 7 Hameau de Boulainvilliers, Paris 16e.

471 Freight Forwarding Agencies

NEW ZEALAND—Primarily interested in establishing reciprocal agencies with customs brokers, freight, steamship companies. L. W. Twist Ltd. (customs, shipping company agent), Twists Customs Agency Bldgs., Durham Lane, (P.O. Box 2277), Auckland. WTD 5/26/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—L. D. Meyers, Production Manager, Handford Industries Pty. Ltd., Pritchard Rd., Virginia, Brisbane, Queensland, interested in: licensing arrangements with U.S. manufacturers of **builders' hardware; machines** for cold rolling thin metal, joining machines, spot welders, tool and dies making; also requesting technical information on above. July 4 via New York for 2 weeks. c/o: Belmont Plaza Hotel, 49th St. & Lexington Ave., New York, N.Y. (to July 12); Plaza Hotel, 310 Post St., San Francisco, Calif. (July 12-16). Itinerary: New York, San Francisco, Honolulu.

CHILE—Ignacio Telias, representing Leon Telias e Hijos Ltda., Rosas 1242, Santiago, interested in contacting importers of **woolen knitwear,** particularly **sweaters;** also in purchasing **textile machinery** for knitted full fashioned knitwear. First week July via New York for 2 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Washington, Miami.

ECUADOR—Antonio Granda Centeno, representing self, P.O. Box 2237, Quito, interested in **machinery** and **equipment for fruit dehydration plant** and requesting technical information on above. Here to July 2. c/o Ecuadorean Consulate General, 30 Rockefeller Center, New York, N.Y. Itinerary: Houston, Miami, Los Angeles, San Francisco, New Orleans.

ENGLAND—Ian Boss, representing self, 87 Regent St., London, W.1., seeking agency arrangement or direct purchase U.S. **electronic components** for marketing in U.K. on own account. Here to July 2. c/o Mrs. M. Raymond, 220 W. 71st St., New York, N.Y. Itinerary: New York.

Leon Fox, representing self, 87 Dorchester Way, Kenton, Middlesex, interested in agency arrangement or direct purchase **small leather goods** such as wallets, fancy goods and **costume jewelry** for distribution in U.K. Here to July 5. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

Le Yaouanc J. L., representing S.E.R.C.E.L., 96 Rue Verdier, Montrouge (Seine), interested in **electronic medical apparatus.** Here for 3 weeks. c/o Statler Hilton Hotel, 930 Wilshire Blvd., Los Angeles, Calif. (to June 24). Itinerary: Los Angeles, San Diego, Houston, Chicago, Cincinnati, New York.

Representative of SOVEMA, 40 Rue Pre-Gaudry, Lyon (Rhone), announced in INTERNATIONAL COMMERCE, 6/1, p. 35, has postponed visit until October.

FRANCE—Claude Fayot and Jacques Charon, architects, Compagnie Generale des Eaux, 11 rue Leo Delibes, Paris 16, interested in **air conditioning** and **cafeteria equipment, office layouts, furniture, construction materials, elevators** and **garages** with a view of obtaining U.S. equipment for a $5 million building and possibly others. June 29 via New York to July 14. c/o Mrs. Bassin, 140 Riverside Drive, Apt. 26067, New York, N.Y. Itinerary: New York.

GERMANY—Robert Hildebrand, representing self, Oberboihingen bei Nuertingen, interested in concluding a licensing agreement with U.S. manufacturers of **lumber dry kiln, veneer dryers, finishnig equipment** for the production of these products in the U.S. End of June via New York for 3 weeks. c/o Mr. Ronald Yanke, 1501 South Capitol Blvd., Boise, Idaho. Itinerary: New York, Chicago, Seattle, San Franciso, Boise.

JAPAN—Shigeru Yoseyama, President, First Enterprise Co., Okinawa, Ryukyu Islands, interested in negotiating **joint ventures** with U.S. businessmen **for livestock and slaughterhouse operations** in Okinawa; discussing proposals from local Ryukyuan businessmen desirous of establishing **importing** and **exporting** connections with U.S. firms; considering **equity and technical participation.** June 22-July 3. c/o Mr. Arthur Wagner, Civil Affairs Directorate, ODCSOPS, Dept. of Army, Washington, D.C. 20310. Itinerary: Omaha, Salt Lake City, Las Vegas, Los Angeles.

NEW ZEALAND—P. A. J. van Mulbregt, representing Alliance Textiles (New Zealand) Ltd., P.O. Box 2500, Auckland, interested in exporting **woolen, worsted** and **carpet yarns, piece goods, blankets** and **traveling rugs.** July 2 via New York for 5 weeks. c/o Sheraton-Atlantic Hotel, Broadway & 34th St., New York, N.Y.; Benjamin Franklin Hotel, Ninth & Chestnut St., Philadelphia, Pa.; La Salle Hotel, La Salle St. & Madison, Chicago, Ill.; Drake Wiltshire Hotel, 340 Stockton St., San Francisco, Calif.; Mayflower Hotel, 535 S. Grand Ave., Los Angeles, Calif. Itinerary: New York (to July 12); Philadelphia (July 12-15); Chicago (July 15-22); San Francisco (July 22-30); Los Angeles.

William Young, representing Dept. of Industrial Development, Government of Queensland, P.O. Box 183 North Quay, Brisbane, Queensland, interested in contacting U.S. firms considering exports, licensing arrangements or other business with Australian firms, particularly, in the following industries: **electrical, automotive, chemicals, textiles, fiberglass boats, shoes, paper;** also requesting technical information on **industrial development programs** of various towns and states. July 3 via New York for 6 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York (July 3-12), Washington (July 13-14), Baltimore (July 15-16), Columbia, S.C. (July 20-21), Pittsburgh (July 22), Toledo (July 22-23), Chicago (July 24-27), Seattle (August 1-4), San Francisco (August 5-7), Honolulu (August 8).

PAKISTAN—K. H. Zaidi, representing Ganesh Flour Mills Co. Ltd., Lyallpur and Pioneer Consolidated Co. (Pak) Ltd., 5 Bandukaala Bldg., McLeod Rd., Karachi, interested in importing **vitamins** (A&D), **cotton seed** and **soybean oil.** Here for one week. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. Itinerary: New York, Washington.

SOUTH AFRICA—John Inglis Oddy, Managing Director, Welfit Oddy Ltd., 134 Paterson Rd., (P.O. Box 677), Port Elizabeth, interested in: **equipment, tools, goods** and **production methods** in relation to the manufacture of commercial motor bodies and trailers in steel or aluminum alloy; machine tools, particularly, hydraulic and press brake tools and dies. Also requesting technical information on application and use of **new rubber process** using polyurethane rubber (the "no die" method in metal forming). July 3 via San Francisco to July 29. c/o Kramer Body & Equipment Co., 24 Montgomery St., Hillside, New Jersey. Itinerary: San Francisco (July 3-10), Los Angeles, Las Vegas, Detroit (July 12), Galion, Ohio (July 14-16), Cincinnati, Boston (July 18-25), New York (July 25-29).

TUNISIA—Claude Gozlan, representing self, 9 Ave. Khereddine Pacha, Tunis, interested in importing **wood furniture.** Here to July 4. c/o Tunisian Trade Office, Park Ave. at 56th St., New York, N.Y. Itinerary: New York, San Francisco.

TURKEY—Ozkul Akin, Manager, Madra-Akin Yagcilik ve Sabunculuk Ltd., Sti., Hukumet Caddesi 127, Ayvalik, interested in contacting U.S. importers of **olive oil** and **soap manufacturers;** also requesting technical information on modern processes for soap manufacture, olive oil refining and processing. Here for 2 months. c/o Mrs. Marjorie Schulz, 5347 College Ave., Apt. 105, Indianapolis, Indiana. Itinerary: Boston, New York, Detroit, Chicago, Indianapolis, Des Moines, Baltimore, Philadelphia, Washington.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April, unless otherwise marked.

Chemical Importers and Dealers—India.
Chemical Importers and Dealers—Syria.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Australia, March.
Machinery, Equipment and Supplies, Electrical, Importers and Distributors—Colombia.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Italy, May.
Printers, Lithographers, Engravers and Publishers—Brazil.

Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Norway, May.

Leads for Importers

209 Food Preparations

ETHIOPIA—Coffee, all types. Abdalla M. Hakimi, P.O. Box 1092, Addis Ababa.

230 Apparel

ECUADOR—Scarves, ponchos, other apparel handwoven by Otavalo Indians; marketed through Otavalo Cooperative (wool handicraft) under guidance of Peace Corps volunteers. Mike Daley, Condalerio Garcia, Cuerpo de Paz, Otavalo.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Manufacturer interested in developing market in U.S. for special lines of girls' and teenager wearing apparel seeking contacts with interested U.S. importers and distributors. Jakobsdals Textilindustri AB, Vingakersvagen 18, Katrineholm. WTD 3/23/64.

242 Sawmills, Planing Mills

FRANCE—Lumber, tropical woods. Eurobois, 52-54 Rue Crozatier, Paris 12e. WTD 1/21/63.

322 Glass, Glassware

GERMANY—Hollow ware such as crystal glasses, glass ash trays, crystal and ceramic vases, china coffee sets, decorated dishes, ceramic figurines. Spahr & Co. G.m.b.H. (manufacturer), 7070 Schwaebisch Gmuend, Postfach 205. WTD 4/23/62.

342 Cutlery, Hand Tools, General Hardware

ARGENTINA—Antonio Scaglione, representing Antonio Scaglione, Pistones en Aleaciones de Aluminio, Griveo 3864, Buenos Aires, interested in purchasing **die casting machinery** and **molds**; also requesting technical information on above. First week July via San Francisco for 2 months. c/o Argentine Consulate, 690 Market St., San Francisco, California. Itinerary: San Francisco, Los Angeles, Chicago, New York, Washington, Miami, New Orleans.

GERMANY—Scissors, steel, nickel plated, all types. Werner Peiniger (manufacturer), 11 Fuerker Strasse or Postfach 873, 565 Solingen-Ohligs. WTD 5/13/64.

391 Jewelry, Silverware, Plated Ware

GERMANY—Candlesticks, costume jewelry, gift articles such as silver-plated ash trays; cigarette boxes, sport prizes such as cups, dishes. Spahr & Co. G.m.b.H. (manufacturer), 7070 Schwaebisch Gmuend, Postfach 205. WTD 4/23/62

504 Groceries, Related Products

NIGERIA—Live tropical exotic fish for aquariums; orders received will be delivered by air. Nigerian Buying Services, Inc., 6 Labinjo Lane, P.O. Box 1100, Lagos, Att.: George T. Orick. For list of fish that can be supplied write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 12/23/63.

Construction Projects

AUSTRALIA—1£ = US$2.24). The Australian Ministry of Civil Aviation has announced plans for 2 **major improvements at** the Sydney's Kingsford Smith **Airport.**

First will be an **extension of** the existing 5½-thousand-foot **runway.** When completed in 1966, this runway is expected to accommodate supersonic aircraft, with a total take-off weight capability of 500,000 pounds.

The second stage will be a **new international terminal** constructed on low-lying lands at the western side of the airport which will feature modern passenger facilities taking into account the needs of airlines, customs, immigration, health and other authorities.

The 2 Sydney projects, part of the Australian Government's 5-year airport development program started in 1962, are expected to cost £30 million.

COSTA RICA—(100 colons=US$15,000). A total of 392 miles of **feeder roads** will be constructed or improved by the Ministry of Transport in 6 Provinces. To finance this program, the Inter-American Development Bank has made a long-term, $4-million loan to the Costa Rican Government. About $2 million of the loan will be used to pay for goods and services acquired abroad, the balance to purchase local goods and services. Contact: Minister of Transportation, San Jose, Costa Rica.

GERMANY—(100 D.marks = US$25.00). Plans for a **North-South Canal** to connect Hamburg's and Luebeck's harbors with the German network of canals appear to be closer to realization with the announcement by the city of Hamburg that it would assume ⅓ of the estimated cost of $150 million.

The canal, expected to take 8 years to build, would lead from the Elbe at a point about 30 miles below Hamburg south to the Brunswich area, where it would join the Mittelland Canal. This artery, already used to capacity, would have to be expanded at a cost of $250 million to make it passable for the standard 1,350-ton barge. The Mittelland Canal provides a link to the Rhine-Ruhr area. Contact: German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

HONG KONG—(HK$100=US$17.50). The Government plans to add about 200 acres of level land to the Colony's total land area to ease the problem of commuting from one point to another.

Accordingly 2 additional **reclamation projects** are in the offing which will add about 95 acres of land to the Wanchai district and about 100 acres to the Chai Wan reclaimed area, both on Hong Kong island.

The Wanchai project will fill in the harbor area between the Royal Navy Base and Kellett Island.

The **new waterfront** will be skirted by an "expressway" connecting the Central District with North Point. The 4,500-ft. long **seawall** will provide **berthing facilities** and **docks** for cross-harbor ferries.

The 100-acre addition to the Chai Wan project, intended for industrial expansion, will be zoned for an employment potential of 35,000 to 40,000 workers. This project will also include a **cargo handling basin** and **warehouse sites.** Contact: U.S. Consulate General, 26 Garden Rd., Hong Kong.

INDIA—100 rupees=US$21.00). A **deep-sea canal project** has been proposed to connect the Gulf of Mannar with Palk Strait to allow ships to round the tip of India without circling Ceylon.

The project, known as the Sethusamudram project, is estimated to cost about 210 million rupees (approx $44.1 million), with a foreign exchange cost of about $9½ million for the purchase of dredgers and allied equipment.

The Government of India reportedly has concurred in action being taken to aquire land and a technical committee is said to have approved the Madras project report.

ITALY—(1000 lire = US$1.60). Construction projects at Sicilian airports offer opportunities for qualified U.S. firms to bid, provided that such firms maintain an office in Italy.

One major project is the **expansion of** the 4½-year-old Punta Raisi International **Airport** at Palermo. Construction of a new air **terminal building** and an 11,483-foot **runway** is to be tendered along with **replacement of** the small "temporary" **terminal building.**

U.S. bidders are required to be registered in the Albo per Lavori Pubblici at the Assesorate of Public Works in Palermo. Contact: U.S. Consulate General, Via Marchese di Villabianca, Palermo.

MALAYSIA—(M$100 = US$32.68). The Central Electricity Board has awarded the contract for the main civil engineering works for the second phase of the Cameron Highlands **hydro-electric project** to the Hochtief-Philipp Holzmann combination, West German firms which won the contract for the first phase. The second phase, known as the Betand Padang hydroelectric scheme, is estimated to cost M$130 million.

PAKISTAN—(100 rupees = US$21.00). The National Economic Council has approved the implementation of the following projects: **electrification of** the **rail line** between Lahore and Khanewal; construction of the **runway** at Skardu and a metalled road in Gilgit, and **extension of** the **airstrip** at Khar. Approval was given to the installation of an off-shore **oil terminal** at Chittagong, **reconstruction of** the Dacca-Chittagong-Narayanganj **road,** establishment of a **telephone factory** in Dacca and of a **diesel engine plant** in Chittagong. A **survey of irrigation projects** for tea gardens in East Pakistan was also authorized. Contact: National Economic Council, Karachi.

PERU—(100 soles = US$3.73). The Empresa Petrolera Fiscal, the government-owned petroleum company, was authorized to call for international bids for the construction of a 10,000 barrels-per-day **petroleum refinery** at La Pampilla, north of Callao. It is expected that bids for the $12-14 million refinery will be solicited during this month. Specifications have been drawn up with the technical assistance of Arthur D. Little, Inc., of Cambridge, Mass. Contact: Empresa Petrolera Fiscal, Lima.

The 278-kilometer section **highway,** which will link the Pacific and Atlantic watershed in northern Peru, is to be constructed at a reported cost of $64 million, partly financed by AID and Ex-Im Bank. The current Pomacocha-Tarapoto portion is part of the Olmus Road project which will cover the 717 km distance between Olmos on the East and Yurimagusa on the West. Contact: Ministry of Development, Lima.

A contract has been signed with the Marubein Iida interest of Japan to provide the equivalent of US$10 million for **completing** and **improving** the **highway** between

the port of Pisco on the coast and Ayacucho in the Central Andes. The agreement also calls for the completion of 11 shorter highways. According to reports, 60% of the loan is for equipment and materials.

SOUTH AFRICA—(1 rand = US$1.40). An 18-story luxury **hotel** is planned on a 2-acre site in Bedfordview, Transvaal, outside Johannesburg. The project calls for business, shopping and recreation facilities; a roof-top helicopter landing area, convention facilities, indoor swimming pool. Inquiries may be addressed in care of the U.S. Consulate General, 521 South African Mutual Bldg., Johannesburg.

The Hume Pipe Co. (South Africa) Ltd., P.O. Box 204, Germiston, Transvaal, was awarded the contract to supply pipe for the Durban-Johannesburg **Oil Pipeline project.** Contract award for laying the pipe has not yet been announced.

SUDAN—(1£ = US$2.50). A team from the New York City consulting engineering firm of Tippets, Abbett, McCarthy & Stratton, and the British firm, Scott & Wilson, has completed the first phase of an AID-financed study to determine the technical and economic feasibility of the proposed **airport** construction at Port Sudan, El Obeid and Geneina. Contact: U.S. Embassy, Gamhouria Ave., Khartoum.

TUNISIA—The laying of an **oil pipeline** across the Mediterranean will be under consideration this month in Palermo, Italy, where the Office of the Mediterranean Fair will meet with representatives of France, Italy, Spain, Libya, Tunisia, Algeria, Morocco and the UAR. The pipeline would go from Hassi R'Mal Arzew to Spain and France under the Strait of Gibraltar, from Hassi R'Mal to Tunis, across the Mediterranean along the Sicilian channel to Sicily. From Calabria, it would continue through Italy to Germany and North Europe.

TURKEY—(100 liras = US$11.11). The U.S. firm of Brown & Root was awarded the contract for design and supervisory engineering work on the government-owned Turkish Petroleum Corp's project to build a 350-mile **pipeline** from Batman in eastern Turkey to the port of Iskenderun in Southern Turkey. This will be a 16-inch pipeline for cured petroleum with initial capacity of 30,000 barrels a day, with future expansion to 70,000 barrels a day. Total financing for the project is not completely established.

Tenders requested for HF equipment for Pakistan

The Office of the Director-General Telegraph & Telephone has issued tender request Pur. 13-21/63/560 with a deadline of July 14 which calls for the supply of high frequency equipment and instruments for the Radio Telegraph & Telephone Schools at Karachi, Dacca and Lahore.

Items to be supplied are an ISB drive unit, ISB receivers, radio telephone control terminals, standard signal generators, double-beam precision oscilloscopes, classroom demonstration oscilloscopes, universal bridges, Q meters, beat frequency oscillator, 100-watt RF power meters and multi-range tube voltmeters.

Copies of the tender documents can be obtained from the Pakistan Consulate General, 12 E. 65th St., New York, N.Y., Attn.: Miss Caparelli.

Firms located in the U.S. can obtain copies on a short-term loan basis from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C. 20230, Telephone: 202 967-4036.

ITU seeks equipment for TV training center in Korea

The International Telecommunications Union (I.T.U.) in Geneva, requests quotations on 2 microwave terminals, one VHF transmitter/receiver and several pieces of test equipment for SHF and VHF measurements, including impedance matching sets, test oscillator, and VTVM meters for a Telecommunications Training Center in Seoul, Korea.

Bid deadline is July 4 at noon.

Tenders should be submitted to: Chief, Dept. of Technical Co-Operation, I.T.U., Place des Nations, Geneva, Switzerland.

Copies of the specifications and bid documents are available to firms located in the U.S. on a loan basis from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, Telephone: 202 967-4036.

Colombia wants bids for telecommunication system

The National Telephone Company in Colombia, La Empresa Nacional de Telecommunications, will accept bids for a telecommunications system to connect Bogota, Bucaramanga, Cali, Medellin, Pereira and Barranquilla with microwave and for telephone equipment.

Bid deadline is Sept. 15.

Copies of the specifications are available, upon payment of U.S. $300.00, from the Departamento de Proveeduria, Telecom, Carrera 13A, Bogota.

Further information may be obtained from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, Telephone: 202 967-4036.

New Books and Reports

***Profits From Abroad: A Reveille for American Businessmen.* By George D. Bryson. Published by McGraw-Hill, New York, N.Y. June 15, 1964. 317pp. $7.95.**

Attempts to demonstrate the vast potential of overseas business operations to policy-making and operational corporate executives, foreign trade specialists, and individual entrepreneurs. The author covers opportunities in export sales, licensing, joint foreign operations, and foreign manufacture, and points out the pitfalls that can result from inept foreign operations.

Mr. Bryson points out misconceptions that prevent U.S. management from reaping the advantages of overseas operations: unfounded fears about the value and security of foreign currency; inflexibility of policies and techiques; prejudice and provincialism; confusion of patriotism and politics with business policy; and plain lack of knowledge.

The latter part of the book shows specific ways to go after profits in foreign markets.

The author discusses the strengths and weaknesses of joint ventures. In addition, he analyzes both the president's and manager's functions in entering the foreign market and in organizing operations for profit.

The author offers specific "how-to-do-it" tips on developing the international area; selecting the right countries for your business; the European "common market;" finding and negotiating an acquisition; and starting from "scratch."

Write: McGraw-Hill Book Co., 330 West 42nd Street, New York, N.Y. 10036.

***Trade Directory of the Republic of the Sudan: 1964 (6th ed.).* Published by the Diplomatic Press. London, 1964. 140pp. $5.60.**

Describes the structure and development of the Sudanese economy, Government policy toward foreign and domestic investors, the 10-year development plan, national import policy, industrial development, foreign trade, chambers of commerce and trade associations, the financial and banking structure, transport and communications, and tourism. Also contains a 33-page classified list of Sudanese firms.

Write: Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London, N.W. 2.

***Guide to Foreign Information Sources* (6th rev.). Published by the Chamber of Commerce of the United States. Washington, June 1964. 31 pp. 25 cents.**

Lists country-by-country addresses of embassies and legations at Washington as well as the offices of foreign governments elsewhere in the U.S., including travel agencies and trade bureaus. Also listed are non-profit business organizations here and abroad which promote foreign trade, travel, and cultural relations.

Organizations concerned with bettering relations between the U.S. and other countries and areas of the world are listed in a separate section of the pamphlet. A selected bibliography gives a wide range of other sources of foreign information.

Write: The Chamber of Commerce of the United States, Washington, D.C. 20006. Special rates for bulk orders.

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Calendar

June

22-25—4th International ISA-APCA Air Pollution Instrumentation Symposium, Shamrock-Hilton, Hotel, **Houston, Texas.** Sponsor: Instrument Society of America.

23—Conference on "Export Control of Technical Data," Field Office, **St. Louis, Mo.** Sponsors: World Trade Club, Chamber of Commerce and St. Louis REEC.

23—Export Expansion Meeting at the **Chicago, Ill.** Field Office of the U.S. Dept. of Commerce.

24—Profits in Exports Conference, Griest Bldg., **Lancaster, Pa.** Sponsors: Lancaster Manufacturers Association, Pennsylvania Power and Light Company, Pennsylvania Department of Commerce, Philadelphia Field Office.

24—16th Cleveland Export Expansion Conference, Field Office, Department of Commerce, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

25—Insulation Board Institute 50th Anniversary Dinner, Westchester Country Club, **Rye, N.Y.** Speaker: George Donat, Administrator, BDSA.

25—Ohio University College of Business Administration Seminar, Doing Business in Latin America. Sheraton-Cleveland Hotel, **Cleveland, Ohio.** Speaker: Claude Courand, Bureau of International Commerce.

25—Mobile "Profits in Exports" Conference, **Bloomfield, N.J.** Sponsors: Bloomfield Chamber of Commerce.

July

13-31—Economic Education Workshop, University of Arkansas Medical Center, **Little Rock, Ark.** Sponsor: University of Arkansas, State of Arkansas Department of Education. Theme: Meeting the Challenges of Trade and Aid. Speaker (July 29) Eugene M. Braderman, Director, Bureau of International Commerce.

14—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Open forum session under the direction of Mr. Stefan Rundt of S. J. Rundt & Associates.

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